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THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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VOL. C.

NEW YORK, JULY 2, 1921

No. 1



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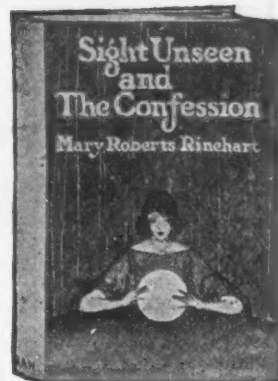
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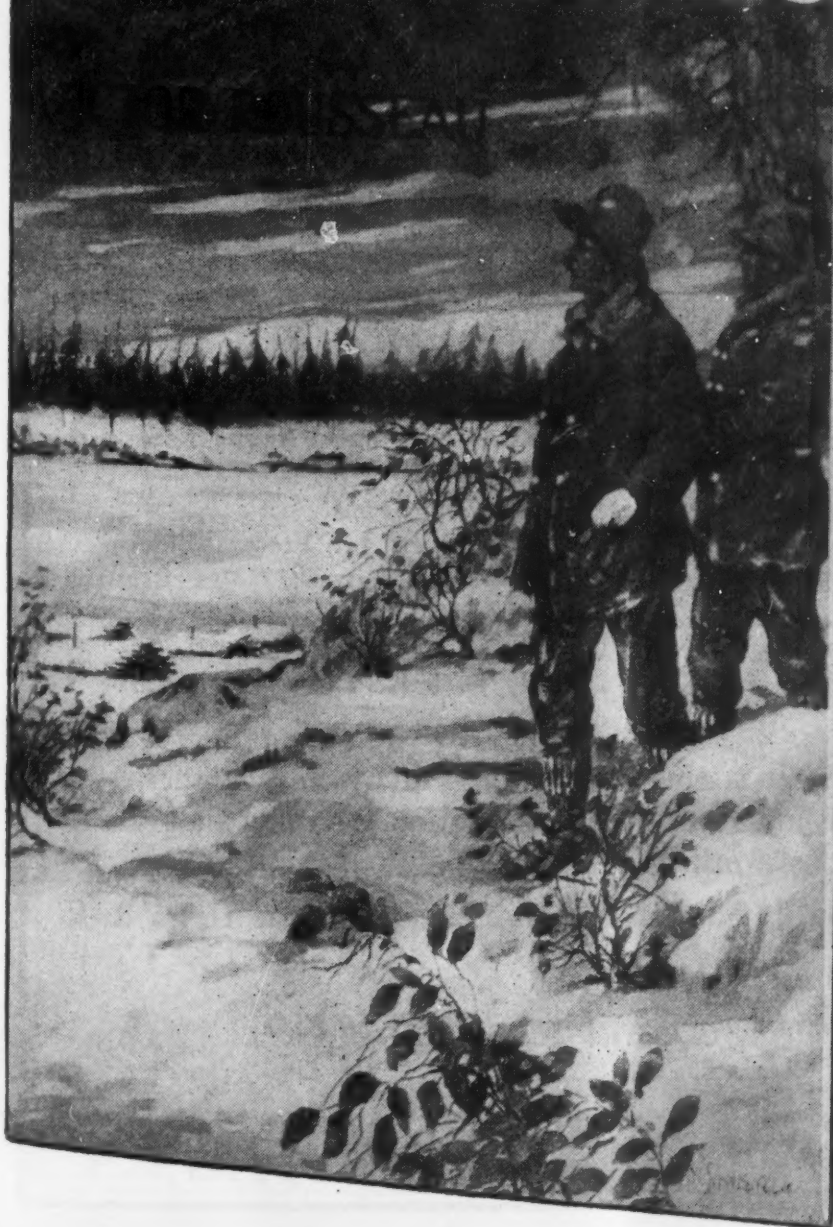
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The Literary Year Book is thus an omnibus in which is gathered an extremely useful array of important facts, information, data and suggestions not obtainable in any other work of reference.

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Write early as the list is printed only for advance orders and cannot be furnished in quantities after July 10th

The Publishers' Weekly

GENE STRATTON-PORTER

Glance through this list: "A Daughter of the Land," "At the Foot of the Rainbow," "Freckles," "Friends in Feathers," "A Girl of the Limberlost," "The Harvester," "Laddie," "Michael O'Halloran," "The Song of the Cardinal," *AND NOW—*

HER FATHER'S DAUGHTER

"One Success After Another"

BOOKSELLERS are noting *August Seventeenth*. It is a milestone in a successful career. On that day another Gene Stratton-Porter book appears—another success in her long line of popular works.

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REMEMBER

Gene Stratton-Porter Day

HER FATHER'S
DAUGHTER

by Gene Stratton-Porter

AUGUST 17th

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

July 2, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

A Notable Library Convention

HOWEVER the debate may run as to the contribution of America to the world of letters, there can be little doubt about her contribution to the science of handling books and of putting them to the widest popular use.

The 43rd annual convention of the American Library Association held at Swampscott, June 20-27 not only showed clearly the rapidly increasing range of the library field, but the sessions brought forward new plans and new programs that mean a tremendous confidence in progress just ahead.

This great convention brought together nearly two thousand people from every state in the union. Five affiliated organizations held sessions during the same week and a dozen special groups within the association held meetings on their special subjects. The public's recognition of the importance of the meetings was shown by the large space given the reports in the Boston papers and by the extent of the official welcome in which the Governor of Massachusetts, Mayors of Boston and Cambridge, the Corporation of Harvard, and the towns of Lexington and Concord took part.

Of particular gratification to the book-trade was the cordial extension of hospitality in this direction. President Tyler, in her opening address, emphasized the need of co-operation among all those who are interested in the wider use of books. The week's meetings closed on Saturday night with a general session on "To-day's Tendencies in Book Publishing and Distribution" with four speakers from the book-trade, Glenn Frank of Century Co., Alfred Harcourt of Harcourt, Brace & Co., Herbert F. Jenkins of Little, Brown & Co., and Frederic G. Melcher of the National Association of Book Publishers and the PUBLISHERS' WEEKLY. Among the resolutions passed at the last session was one of cordial greetings to the National Association of Book

Publishers which has been organized since the last session of the Library Association.

Another evidence of this spirit of co-operation was the interest shown in the session of the Children's Section devoted to Children's Book Week. At another meeting the subject of religious books was actively discussed, showing that the public libraries are feeling the same growing interest in this field that has been discovered by the book-trade's Religious Book Week Committee.

The library world seems completely organized for steady progress, and publishers and booksellers will be ready to co-operate for "the best books for the greatest number at 'any' cost."

American Paper Production

THE government has given out figures on the paper industry for 1919 which supply interesting data as to the magnitude of the industry.

	TONS	
	1914	1919
Newsprint	1,313,000	1,324,000
Book paper		
Plain	787,000	819,000
Coated	117,000	132,000
Plate, etc.	9,000	10,000
Wrapping paper	882,000	932,000
	VALUE	
	1914	1919
Newsprint	\$52,943,000	\$98,560,000
Book paper		
Plain	58,496,000	118,271,000
Coated	11,606,000	24,010,000
Plate	588,000	1,556,000
Wrapping paper	49,373,000	114,936,000

Other varieties of paper product showed similar increases in price tho these did not reach their height until well into 1920, the year following these official figures.

A previous government estimate placed the amount of "book" paper used for books at about 6%, periodicals and job printing using by far the larger share. If this rate is applied to the 1919 production, 6% of 819,000 tons is 50,000 tons. If the average book takes a pound of paper, this would mean 100,000,000 books in the year which is perhaps not far from the production.

When people are tempted to express regret that so many good trees have to be destroyed to produce our books, they might go further and notice that wrapping paper uses up about 20 times what goes into books, wall-paper takes much more than books including in the

book totals all school books as well, and we use about three times as much pulp for blotting paper as we do for all the children's books that are manufactured.

The Notable Book Months

THE evidence seems to be accumulating that the fiction-buying world is to be startled into attention during August, 1921, by a striking concentration on fiction publicity, headed by big titles by popular authors whose books always warrant large publicity expenditures, which may this year be even further increased owing to the competition with each other and the general feeling that this can be a big book year.

It has always been argued by publishers that heavy display advertising on leading titles stimulates the whole sale of fiction, and, if that be true, August should be a remarkable start at a busy fall. It would be invidious to pick out specific campaigns, as practically every publisher has heavy promotion under way, but the Harold Bell Wright campaign, the Gene Stratton-Porter promotion, James Oliver Curwood, Hall Caine, would be sufficient in themselves to indicate the magnitude of what will appear in press. As all of these are supplemented by heavy trade help and display material, the bookstores will be in a dazzling situation in what might otherwise have been quiet weeks.

Take Along a Book

A WIDER emphasis on the place of books in vacation time, proposed by the Year-Round Bookselling plan, is beginning to show up in a great deal of book publicity, and many newspaper columns are carrying booklists and book editorials that help to keep the subject to the front. Bookstores are reporting window displays which show that they are getting ready to rivet people's attention to the summer book buying habit. John Lane Company's new advertising has taken up the slogan of "Take Along A Book" and made a cartoon of it a prominent feature of their present advertising copy. Macmillan's copy of the current week is headed "Summer is the Time for Books," and there are numbers of others.

A half million little enclosure book lists have been prepared for retail imprint distribution by Grosset and Dunlap with the picture of a vacation satchel on the cover, books much in evidence, and the legend "Take Along Books for the Vacation."

Paper and Prohibition

FRANCE is now buying paper and pulp from such countries as will admit her wines and liquors.

Norway and Finland are practically excluded from the French market and Sweden gets the business.

Paper Arbitration

THE recent conference between the officials of the International Paper Company and the officials of the international unions of paper mill workers and a hundred delegates from the local unions at the various plants of the Company in an effort to end the strike, which has tied up the international mills since May 1st and brought idleness to seven thousand workers, came to naught. Officials at the International Paper Company say, however, that whether an agreement with the workers is reached or not the Company will resume business early in July.

A committee of three, representing the striking employees of paper mills in this country and Canada, exclusive of the International Paper Company, whose plants have been closed since May 1 and May 11, met a committee of three representing the manufacturers, June 29, at New York, and settled the wage dispute which caused the shutdown of the plants. The men will return to work at the same wage scale and working conditions that prevailed at the time they went on strike.

Photo Engraving Costs

SINCE the signing of the bill at Albany which made it impossible for the prices of photo-engraving to be upheld by an artificial and now illegal arrangement among the labor unions, there have been signs that the cost of plates might recede and thus make it possible for a wider use of illustrations in publicity and general publishing. Already prices in New York have been quoted as much as twenty per cent off from the former list, and out-of-town firms have come into the city with even lower rates.

A Suggested Form for "Monthly Statements"

THE house of Putnam's recently adopted a form for the rendering of monthly statements that is a step in the direction of a needed standardization for the trade generally. They are asking the publishing houses and others to render accounts for merchandise bought for their retail shops, after the style of this form, and they hope it will be adopted widely. It visualizes clearly the current month's purchases distinct from the total indebtedness, carrying in a separate column the part of the month's purchases not yet due and adding to the net amount due for the month such earlier time bill as may be due.

A Short History of Printing

By Carl P. Rollins

Printer to Yale University

III. THE GREAT ITALIAN PRINTERS—1470-1530—JENSON: RATDOLT: ALDUS

[Part I. To 1562—The year of the Flight of the Printers from Mentz appeared in the June 11 issue. Part II. The Spread of Printing in Western Europe, 1462-1500, in the June 25 issue.]

WE have seen that the first direction taken by the new art of printing after it left its German birthplace was southward. In the land beyond the Alps the Renaissance had waked men's minds from the intellectual and artistic sluggishness of the later middle ages, and there was in northern Italy a group of independent cities where artists and craftsmen were welcomed and encouraged. We have noted that the first printing in Italy was at the instance of a priest of the church: and the church, however notorious its leaders may have been, had not in the fifteenth and early sixteenth centuries issued its *index expurgatorius*, and many of its dignitaries were patrons of the arts.

Venice and Printing

The arts flourished in Venice, side by side with the cultivation of the mind. In the later fifteenth century she was the home of learning. Having long held the gorgeous east in fee, she had welcomed the refugee scholars from the Levant and Constantinople: she had received a rich legacy of Greek and Latin manuscripts in 1474 from Cardinal Bessarion. She was a recognized outpost of Teutonic trade, with a German commercial headquarters located in her confines. She had developed the art of paper making to a high degree of skill. And her political independence gave her artisans and traders the peace and protection they needed, while the remarkable vigor and success of her foreign commerce had made rich her patriciate. While these conditions obtained to so large a degree in Venice, they held to a less extent in other cities of northern Italy. And if these full-tide activities of the Renaissance stirred to tremendous result the artist in other lines of endeavor, they also acted favorably upon the new art of printing. Under such stimulus the craftsmen at work thruout Italy evolved new type faces, new formats, and new ideals of service to humanity. These innovations are for convenience here treated in connection with the lives of the three men who at Venice gave them their vogue. While it has seemed best to confine this essay to these three men, it is well to remember that between 1470 and 1480 there were over fifty printers at Venice alone, some of them masters of the art, that the roll of printers in north Italy before 1500 would number several hundred. It is more convenient to speak of the Italian supremacy in printing in the terms of its three typical

printers, realizing that they were the living embodiment of their times and the expression of its ideals and capacities. The three men whom I propose to consider as the three typical Italian printers of the period 1470-1530, are Nicolas Jenson the Frenchman, Erhard Ratdolt the German, and Aldus Pius Manutius the Italian.

1. Nicholas Jenson

Nicolas Jenson was born in the Champagne, in France, about 1420, and was by trade an engraver. He served his apprenticeship in the Paris Mint, and later became Master of the Mint at Tours. He was obviously a man of some probity, as would become a man afterwards honored by the Pope, and

LIB. -IX-

M c fapi, et multo phaleras sudore ree pous.
E riam prima nono spargat lumine terras
T iboni croceum linquens aurora cubile,
I am sole in fuso, iam rebus luce reiectis.
T urnus in arma viros, armis circumdatus ipse
S ufitur, et atq; acies in praelia cogit
Q uisq; suos, uariisq; acunt rumoribus iras—
Q uin ipsa arrectis (uisum mirabile) in habs
P refigunt capitis, et multo clamore sequuntur.
E uryali, et Diis.
A eneade durimurorum in parte sinistra,
O pposuerit aciem, nam dextra cingitur amni,
I ngenasq; tenent fossas, et turribus altis
S unt machis, simul ora uirum praefixa uidebant,
N on nimis: miseri, atroq; fluentia tubo.
I ntreca pauidam uoluitis pennate per urbem
N unna fama ruit, marisq; allabior aures
E uryali, ac subitus miseræ color ossa reliquit.
E xcessi manibus radii, reuoluntq; pensa,
E uolat infelix, et fumineo ululatu
S ossa commot, nuiros amens, atq; agmina cursu
P rima peti, non illa uirum, non illa pericli,
T eloramq; memor, cœlum dehinc questibus implet.
H unc ego te Euryale aspicio: ne illa fincile
S erameæ requies potius linquere solam
C rudelis? nec te sub tanta pericula misum,
A fferi extremum miseræ datæ copia matris?
H ic terra ignota catibus data præda Latinis,
A linbusq; iacet, nec te tua finera mater
P roduxi, præsiue oculos, aut uulnera lami,

A PAGE FROM THE VIRGIL PRINTED BY ALDUS IN 1501. SHOWING FIRST USE OF ITALIC TYPE. (REDUCED ONE-HALF)

Sixtus IV, in the Italy of the Quattrocento was not likely to be annoyed by the easy morals of a man who left bequests in his will to "the mother of my children." We have seen that Jenson was sent to Mentz by Charles VII to learn the new art of printing, for which study his trade of engraver peculiarly fitted him. He did not settle in France, but next appears in Venice, where in 1469 he set up a press. He printed from the first in Roman letters, altho he later used black-letter, and became the foremost printer of his day. Three or four years later he printed a number of works of a devotional and canonical nature, at which Pope Sixtus called him to Rome and made him Count Palatine—an honor of far less worth than Jenson's distinction of having designed the best form of Roman letter. He

returned to Venice, continued as a printer, found the art moderately remunerative, had three daughters and a son, and died in 1480.

Altho his books are well printed, and the earlier ones, before the art began to deteriorate, were noble specimens of the art, the one outstanding contribution which he made was the perfection of the Roman letter. Whether he brought this type, as we see it in his books, to Venice with him, or whether the punches were cut after he went there, we do not know. Roman type was first employed (1469) in the production of a "Donatus" by Wendelin of Speyer, who was associated with his brother John, the first Venetian printer; but for several years the Italian presses, under the influence of Italian art, had slowly been evolving the Roman style of letter. But the particular shape of the Roman letter as designed by Jenson, and first used in the "Eusebius" of 1470, is in many respects the finest which has ever been used in the printing office. It was so successful that Jenson never had another font of Roman: that is, while he had several castings of the type, he had but one set of punches. And when in the last decade of the nineteenth century the English typographic reformers (and in turn their American followers) sought to restore vigor and dignity to the printed page, they took Jenson's type for their model. It is practically the norm of Roman letters.

Perfects Roman Letter

The fact that Jenson did not invent the Roman letter, but perfected it, is typical of the work of the Venetian press: "Subiaco probably preceded her in the production of books, Rome certainly in the illustration of books, Milan in printing Greek," but Venice carried to perfection all these good works begun at diverse places in Italy. Milan did indeed issue the first book ever printed in Greek, the Greek Grammar of Lascaris, issued in 1476, but whole books in Greek were excessively rare. Jenson did not print a book in that language, tho he did have a Greek font for printing words and short extracts within the Latin text of his books. The earliest printers, not possessing these characters, left blank spaces where the words could be filled in by a calligrapher. Jenson's Greek was an appropriate type design: we shall see later that Aldus, who was not a trained printer, and who attacked his problem from a different angle, had a different kind of Greek. Jenson's was, if I am not mistaken, more typographic than calligraphic—he went back to the older true Greek forms, while Aldus took the handwriting of his Greek editor and proofreader for a model. Thus in his Roman letter and in his Greek, Jenson seems to have had an unerring sense of the finest possible shape of letter in each case, each wholly suitable to the kind of printing which he was doing.

Jenson, like the multitude of printers already at work took the Latin classics for his field, tho we have seen that he published also devotional and canonical works. His books are

all folios and quartos, and it is assumed that they were all issued in rather large editions, tho there is no record of their quantities. His contemporary, John of Speyer, is satisfyingly exact in giving information as to his own productivity: of one book he printed one hundred copies, of another the same, and he was nearly three months doing the work; of another book he printed two editions of three hundred copies each, taking four months for the work. But the fact is that Jenson was the leading printer of his day, and his earlier books especially are among the choicest products of the press.

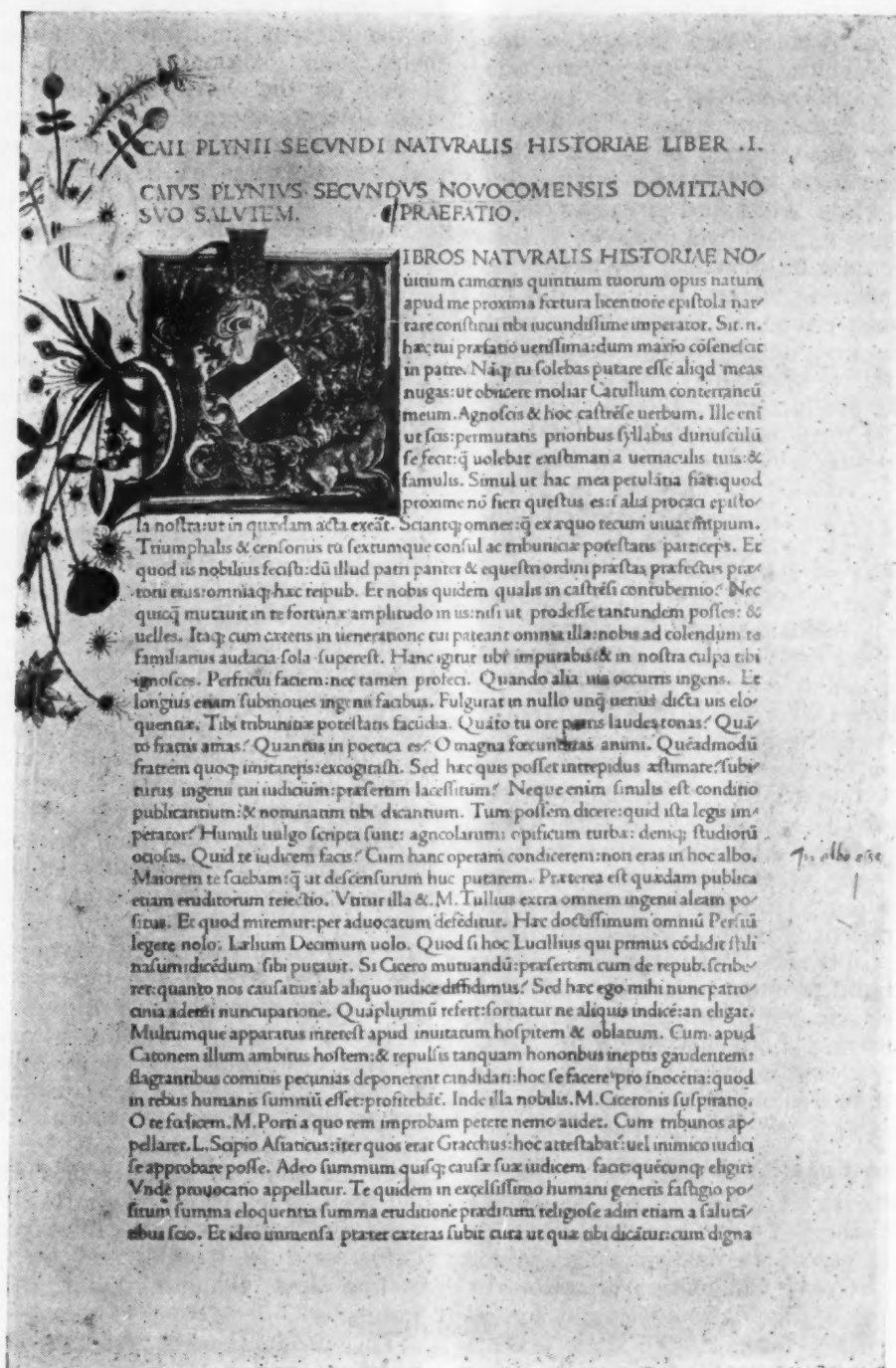
2. Erhard Ratdolt

It had been the custom of the early printers to print only the type or text portion of a work, and allow the initials and illuminations to be put in by the hand of the scribe. The casual examination of any early printed book will reveal the fact that this was the common practice, and that sometimes the scribe's work was never completed. It is not at all unusual to find books with large white spaces left for the initial, a small letter being printed in the area, to show what the letter is to be.

Since even the wealthy purchasers of books did not always take the pains to have these *lacunae* filled in, it was obvious that the poorer scholars, upon whom the great number of Italian printers must depend for their sales, would not and could not be expected to hire a calligrapher to finish what the printer had begun. So, as with all the other innovations brought to full perfection at Venice, Italian printers sought to overcome this difficulty by engraving initial letters and borders of an ornamental nature and printing them at the same time that the type work was done. Ulric Hahn used such devices at Rome in 1467, probably engraving his designs on metal, tho they were typographically printed. It is to Erhard Ratdolt, a Venetian printer, that we owe the full development of the custom, however. He worked as a printer, in partnership with Pictor and Loslein from 1476 to 1478, and later had his own press. The initials, borders and decorative designs which he used, engraved on wood or metal, and printed sometimes in red, sometimes in black, are bold, vigorous and well-drawn. They show an elaborate interlaced pattern, frequently with the printer's mark at the bottom, and their use marked the final step away from the old hand written manuscript. Ratdolt not only used borders, initials, etc., but he also developed the illustrated book, one of the earliest of which was the "Chronica, seu Fasciculus Temporum," issued from his press in 1480, with a picture of Noah's Ark (a favorite of the early illustrator: the Nuremberg Chronicle has a delightful picture of it) and a view of Venice. This book, like many of Ratdolt's, was printed in black-letter—for the Venetian printer, while he usually used Roman, also printed many of his books in various forms of black-letter. Ratdolt's work is of value because of what he

did to complete the emancipation of book printing from dependence on the scribe: we have now to consider the life and work of the most interesting and in many ways the most important of all the printers of Venice.

printer because he wanted to issue the Greek classics for the benefit of the scholars who needed the texts, and he was a printer because he had to learn the art before he could make his work available to the reader. Jenson may



PAGE FROM THE PLINY OF 1471—THE GLORY OF JENSON'S PRESS

3. Aldus Pius Manutius Romanorum

Jenson came to be a printer because he was an expert craftsman, and because he had been commissioned to learn the secrets of his craft by his sovereign. He was primarily a printer, trained in the methods of the printing office under good instruction, and blessed with the craftsman's ability to work out practical details and give pleasing form to the work of his hands. Aldus, on the other hand, became a

he said to have been a printer-publisher, Aldus, a publisher-printer. The one gave enduring and perfect shape to the Roman letter, the other released a vast literature to the world, and was the first of that long and ingenious line of printers who sought to "give the customer what he wants."

Aldus was born at Sermoneta, near Rome, in 1450. He was well educated at Rome and Ferrara, and became a "shy, taciturn and awkward" student of the classics. For twenty

years he was a tutor in the household of the Prince of Carpi, where he conceived the idea of publishing for scholars the Greek classics which were then only available in manuscript form. No Greek books, save only four, had been published in the original tongue, when he decided to go to Venice and inaugurate his great scheme. Venice, as we have seen, was the center of learning in Italy, and was the logical place for the finding of the Greek manuscripts, for the selection of Greek scholars fit to edit the texts, and for the printing of the books; for while Milan had already printed one of the four existent volumes in Greek, Venice had become the principal town for the production of printing. Here Aldus set up his press, and in 1494 issued his first volumes—the *Galeomyomachia* and the *De Herone et Leandro*. From these tentative beginnings he rapidly went forward in the production and publication of the Greek texts, until interrupted by the civil commotions of 1506 which resulted in the capture of Venice. He fled the city, but was back again in 1507, tho he had so impoverished himself that he was forced to seek help from his father-in-law, the printer Andrea de Torresani—he who had become the possessor of Jenson's punches. When Aldus arrived in Venice that city had over one hundred and sixty printers and publishers, and it is quite possible that the market was glutted with books: furthermore the expense of cutting the punches and casting the characters for a Greek font was ten or twelve times that of a font of Roman or black-letter; so that it is not to be wondered at that Aldus was short of money. Aldus seems not to have made much money at printing, or at any rate he did not save much, tho his father-in-law had made a competence, and another Venetian printer, Tomaso Giunta, left legacies of one hundred thousand ducats apiece to his two daughters. We wonder if he made it at printing. Aldus printed until his death in 1515: and his body was laid in state in the church of San Paternian, surrounded by copies of his many editions.

The Venetian Academy

Aldus's "title to the high place which he holds in the history of the Press is due to his eager desire to popularize learning, and to the success which he achieved in this direction, by the introduction of his italic type, and by his octavo (or small) volumes of the Latin classics and his *editiones principes* of the Greeks." He came to Venice with a perfectly definite purpose and he spared no labor or pains to accomplish his end. He even half-starved Erasmus, who was for a time a member of his household and a corrector of the press, and the great scholar never forgot the short commons, nor failed to jibe at the printer when opportunity offered. In order to provide the necessary editorial machinery for the great endeavor, Aldus founded the famous Venetian Academy, whose members spoke only Greek (after the school of Venice-on-the-Adriatic, presumably). The Academicians prepared for the press the Greek texts which Aldus needed, and the Academy became

a valuable adjunct to the revival of learning in Europe. It is true that their treatment of manuscripts was frequently abominable—they showed as little regard for the old parchments as the devotees of l'art nouveau have ever done—until there was a marked disinclination on the part of the owners to allow the use of their Greek originals. All the while Aldus pushed on the work of editing and printing with intense energy, and a speed sometimes more eager than wise. The work yet to be done and the shortness of the time to do it all in, pressed him on, and books fell from his press in rapid succession. "Festina lente?" Not yet.

The Octavo

The teacher and the scholar, however, could ill afford the large folios and quartos which the richer nobles and clergy now bought in place of the manuscripts of a former age. The teacher and the scholar needed cheaper books—ever and ever the cry went forth for cheaper editions. To meet this insistent demand, Aldus, true child of the Renaissance, and disregarding tradition, devised two new ways to economize space—the italic letter and the octavo book. The first of these, in common with the Greek type which he used, was designed from the handwriting of a friend; the one from, possibly, Petrarch, the other from Aldus's household inmate and corrector of manuscripts, Marcus Musurus. The inclined italic letters had no capitals, but small capitals of the upright Roman form were used, slightly spaced away from the lower case letters. The size was approximately our pica, and the design and cutting produced a remarkably legible face which would permit of setting a great deal more matter to the page. But the folio and quarto pages were too large for the new type face, so Aldus reduced the size of the type page, folded his paper once more, and revolutionized the sizes of books by producing the octavo. This was not what we commonly know as the octavo, but a folded size of about four inches wide by six inches high. It was a radical innovation, for while the block-books had been small ones, since the Bible of 42 lines practically all books had been either folios or quartos. The new size made the books which came from the Aldine Press easy to handle, and they were cheap, costing less than a dollar in our present money.

The production of Aldus's Greek type, of which he had nine different fonts, was a tremendous accomplishment. The liberal use of ligatures and tied letters, which lent an air of elegance to his books, suggested the chirographic original, but it entailed enormous labor and expense. There were some six hundred characters, which have, in the course of time been greatly reduced; but the Greek type of the modern printer is essentially that of Aldus. His Roman letters, while scarcely so good as those of Jenson, were large, fair, round letters, of which he had some fourteen fonts, as compared with Jenson's one.

When we examine the books which Aldus printed we find less of interest in the quality of

his work, high tho that is, and lovely in its use of italic and spaced capitals, than in its range and its value to learning. The productivity of his press was enormous, as was that of most of the early presses. In the two years before his death he issued twenty-two books, eight of them folios, and in the course of his printing-publishing career he sent out no less than one hundred and twenty-six editions, seventy-eight of them folios and quartos, and some of them in more than one volume—no mean record. His most famous illustrated book is the *Hypnerotomachia*, issued in 1499, and beautifully ornamented with pictures, engraved probably on metal, but typographically printed. His device

was an anchor (for stability) and a dolphin (for speed) with the later addition of old age's motto, "*Festina lente*"—make haste slowly. It is one of the best known printer's marks because of Aldus's many editions, as well as because of its use by the English publisher Pickering, the "modern disciple of Aldus."

Thus very briefly, as is necessary in such a series of articles as this, I have touched on the distinguishing characteristics of Italian printing in its greatest day. Only once more, years later, did Italy have a great printer, in Bodoni; the supremacy in the now well-known and skillfully practised art passes to France, and we shall see how France rose to the occasion.

The Handling of Book Orders

Maison du Livre Français Gets Into New Building

THE Maison du Livre Français has been installed since April 25th in its new quarters, 24 rue Félibien. In spite of the confusion which is an inevitable accompaniment of all moving, its service went on without a day's interruption, says the Official Bulletin notably the sorting out and placing of orders and the sending of group correspondence which must not be delayed after the period of definite organizing which follows the moving. The M. L. F. is going to be in a position to perform for the publishers and booksellers of France and other countries all the service that they expect from a central incorporated organ and commission house as strongly established as it is.

Immediately upon installation, the M. L. F. organized the service which it had advertised but had not been able to perform before on account of the cramped temporary quarters. *It is not available for any but stockholders.* The rates and conditions were sent to these latter in the latter part of April. They are as follows:

The booksellers who are members of the Council of Administration and for whom the M. L. F. has been performing this service for three months have found it very satisfactory. It makes low charges possible by which the booksellers profit and insures quicker handling. The M. L. F. supplies the bags to the number of 3 for 1 delivery per week, 6 for 2 deliveries, etc.; each bag can be used for at least 30 trips without need of repairs. On the street floor are metal boxes to receive the deliveries from the publishers and the orders made direct to the M. L. F. The cases for the foreign booksellers are situated on the second floor.

The packing tables and the shipping offices are arranged as conveniently as possible so that the work can be done with the greatest speed. Each case has on it the bookseller's number, and the necessary instructions from him. Two invoices are sent—one for the commission, the other for the handling, as the two services are distinct, and the books bought on commission are not put with the packages sent from the publishers until the moment of departure.

Handling

	In a bag	Wrapped in heavy Paper	Without re-wrapping
By express	fr. 0.08	0.12 per kilo (2 lb.)	0.06
By freight	fr. 0.08	0.12	0.04
By Parcel Post			
per 20 lb.	fr. 1.00	1.25 per package	1.00
per 10 lb.	fr. 0.75	1.00 per package	0.75
per 6 lb.	fr. 0.50	0.75 per package	0.50

Purchase of books on commission 7% of the net price.

Packages are sent according to the directions given by the bookseller: in bags or wrapped; by parcel post or express; every day, three times a week (Monday, Wednesday, Friday), twice a week (Tuesday and Thursday), or once a week (Friday). The use of bags is earnestly recommended.

In order to avoid errors and delays that are equally annoying to everybody, the M. L. F. has printed a certain number of tags which it furnishes free to publishers. It requests that they make use of these, not from an excess of formality, but as a guarantee of order and accuracy that will be everywhere appreciated.

The Story of a Bookshop Expert

By Frederick D. Hartman

CHAPTER II.

(This story was begun in the June 18th number)—Just as Mayfield was about to call a staff meeting and explain that slack summer business demanded laying off some of the clerks, G. Pelham Crandall, bookshop efficiency expert, appeared and proposed a plan which would make this curtailment unnecessary—in fact, impossible.

It was with considerable anxiety that Mayfield waited for the month to pass, when he was absent from his bookshop. Only Crandall's unquestionable references had led him to keep this part of their strange bargain. As the train pulled in on the morning of June tenth Mayfield was the first of all the passengers to alight and he scurried thru the station to catch a car. So great was his hurry that he did not notice a fairly large sign neatly framed in the entry way, bearing the following text:

"Literary Surprise Packages!
Assorted from the latest books and magazines.
Prices \$1.50 to \$50.00.
Parcel delivered to train.
MAYFIELD'S BOOKSHOP.
1190 Main Street,
Tel. St. Louis 5000."

When Mayfield came up to his store there was a group of eight or ten persons assembled around a bulletin board on which were placed several clippings of newspaper reviews of "White Shadows in the South Seas." Also one of the paper wrappers of the book and a colored map of the South Sea Islands with the itinerary of the author marked with red-headed thumb tacks, were displayed. At the base enclosed in a glass covered box was a copy of the book itself opened at one of the illustrations. Below this was affixed the short notice: "Watch this daily bulletin for LIVE BOOKS!" Mayfield turned from this board to the window which was plastered with quotations from reviews of many novels and travel books with ribbons leading to a copy of the book itself. On the other side, the window was filled with book cases right up against the glass. All the shelves were packed with books standing upright, the titles facing out. A card below read: "This is an example of the English Method of Window Display."

Mayfield entered the store and the first thing that caught his eye was a large booth in the back of the store. Crandall who came up to greet him anticipated his question and explained: "I see you are looking at our new booth? That I had made for the National Railways to use as an information bureau for travellers and tourist ticket office. As you know they are making a strong bid for tourist trade and as they had no downtown ticket office I got them to come here. We supply the booth to them rent free, but in

return they supply a girl to sell stamps, post cards, view books, etc., for us. This has enabled us to do away with our stamp desk in the front of the store and gives us an extra clerk. The advantage of course lies chiefly in the number of transients we expect their bureau will bring into the store. Notice of its being situated here is stamped on all the time tables and literature and also notices are posted prominently in the various stations." At this point Crandall was called to the telephone and Mayfield then noticed the neatness with which the novels were displayed. He lifted several from the shelves and could not discover a speck of dust. At any rate Crandall had got the stock well dusted he thought to himself. A framed sign on the forward bookcase attracted his attention. It read:

"The bookstock is divided into different departments, and our patrons will find their requirements more readily supplied if they apply to the proper clerk, as obviously the stock is too large for each clerk to be informed on the whole of it.

Order department and special book department—Mr. Harter.

General Fiction, Essays, etc.—Miss Tittlefinch, Miss Wilson, assistant.

Children's Books—Miss Conrad.

Technical Books and Reference Books—Miss Kennedy.

School Books—Miss Henderson.

"We will gladly supply lists of books on any subject and where possible supply copies on approval."

Crandall returning noticed Mayfield smile rather sceptically after reading this notice and said: "My reason for having that notice placed so prominently was chiefly to let the staff understand that each one was publicly recognized as in charge of certain definite work and to stimulate his desire to become as well informed as possible in that particular subject. It was of course a simple thing for me to come in as I did and get everyone to pitch in and clean up the stock, but my experience has taught me that it is necessary to dust over every book every single day and this soon becomes a very dull burden for the clerks if all they have to consider is removing the dust. However, if a clerk is anxious to become an authority on the books and literature in a certain department, going over the stock daily is a pleasure and not simply mechanical work. The result is that the books, in the first place, are clean, which greatly adds to their attraction; in the second place, the books are nearly always in their proper location and can be displayed at

once to a customer with a lot of searching. Once a clerk's pride in his work has been aroused the manager is relieved of the task of continually outlining work for him to do to keep busy. Since Miss Tittlefinch, for instance, has been recognized as in charge of the general fiction she read more of the books and reviews I dare say than for the preceding six months. Of course, the more intimate her knowledge of the contents of the books, the better her ability to make suggestions and recommendations to her customers. I have made the rule that any member of the staff may have two books from stock out at a time on condition that each one reads at least one book a week from his own stock, and each one must write a short review of the book he has read and read this review at our weekly meeting. This gives the clerks drill in learning to describe the contents of a book, which is an essential asset in selling and also familiarizes the rest of the staff with books which they may not have read. And the chief point is that it keeps every clerk busy—there is something to think about and do and plan every minute when not waiting upon a customer. Another object of this directory of names posted here is to get the patrons on a friendlier basis with the clerks. If a customer knows a clerk's name and feels that the clerk has a thoro knowledge of the stock in his charge then there is little danger of ever losing that customer. Also the staff is instructed to learn as quickly as possible the names of all the customers that come into the store and be very particular to address them by name. This creates a much pleasanter atmosphere for the customer.

Now take the case of your man Harter. When I came in here it took him about two hours a day to do his regularly assigned

work and the rest of the time when he was not serving some customer he was looking up advertisements for another job that would pay more money. I had a little talk with him and gave him to understand that if he could actually produce results here he would be paid accordingly, and that it was purely up to him how much his salary check amounted to. He now is working nights on the job and thinks of nothing but the business here. He edits the windows and the bulletin board which we have put up out in front. This board is changed every day and is becoming a regular source of interest to a considerable number of people. The *Mail* featured it as a novelty of interest in last Sunday's edition. Harter also makes copies of short quotations from interesting reviews of current books and pastes them on the paper wrappers. While it is difficult to state how much this may affect the sales directly, yet there is an unquestioned indirect effect, because people notice that things are done here that other dealers do not take the trouble to do and the feeling at once is aroused that we are right on the job. The second indirect effect of this work is on Harter, who is gaining quite a knowledge of the books which he is advertising and this makes him all the more valuable as a salesman. Our clerks when asked about a book now do not have to reply—"Oh, that's a very fine book," or "That's a very good seller." They can actually tell what the book is about and furnish the information which will either save a customer from buying a book he does not want, or else indicate that the book in question is just what is wanted. Either of which is equally valuable in my opinion."

By this time it was twelve o'clock and Mayfield and Crandall went out together for lunch.
(*To be continued*)

English Book-Trade News

(From Our London Correspondent)

IN spite of the continuing and disastrous coal strike, bookselling is holding up its head. The cheap reprint is in great demand, and even the serious book is securing a fair quota of buyers. Of course, a number of important books are being held over until the fall, when a very vigorous time may be expected. Fortunately, there are signs of peace between the mine owners and the miners, and things will then begin to right themselves. The number of unemployed is a huge total, and it will take a long time to absorb again all of those who have been thrown out of a job, while it will mean a steady application of the best brains in the country to revive the businesses which have so materially suffered as a result of this frightful industrial upheaval. Everyone has felt the trouble in some way or another, and all will be glad of a settlement. It is next to marvellous that bookselling has gone on as well as it has. Most publishers called off

their salesmen because of the decreased orders and because it was physically impossible to make the necessary connections owing to the much depleted train service. But it looks as tho the strike will end in time to plan out schemes for fall traveling. It is everyone's earnest hope that it may be so, for the whole country is weary of the business. And then, too, there is a ray of hope in the Irish situation. If this gets cleared up, we may look for a tremendous revival in bookselling. It is a little astonishing in view of the black happenings of the past few weeks, that the cost of book materials has not gone up. They have either remained stationary or they have eased somewhat. Take paper. The present price of the paper ordinarily used in a novel is now about 14 cents per pound; before the war it cost something like 5 cents. The paper used in the cheap reprint costs 6 to 8 cents per pound, whereas in pre-war days the price

was about 4 cents. Then the very cheap newsprint is 5 to 6 cents per pound. Not long since it was fetching 14 cents a pound, or thereabouts; in August, 1914, the cost was something like 2 to 3 cents.

Major Putnam delivered a fine address to a large number of members of the Lyceum Club, Piccadilly, London, last week. This club is composed of all the famous women of the literary and artistic world. His talk was on "The Evolution of the Book," and it was very fascinating. The speaker traced the history of the book from earliest times up to the present day. His memory and knowledge of his subject were remarkable, while the caustic wit which ran thru his address made it one of the most delightful literary talks that the club has had the pleasure of hearing for a long time. Many English publishers and editors were guests.

A cable message from Germany reports that Scandinavian classics, scientific works, and novels are being printed in Leipzig and owing to the low German foreign postal rates it is cheaper to post Swedish or Danish trade circulars from Germany than from home centers.

The best selling novels in England at the moment are:

Beresford's "Revolution"
Driver's "Far to Seek"
Macauley's "Dangerous Ages"
Wadsley's "Almond Blossoms"
Rohmer's "Bat Wing"
Oppenheim's "The Devil's Paw"

While the non-fiction books which are doing well include the following:

"Memoirs of Count Witte"
Master's "Domesday Book"
Squire's "Selection from Modern Poets"
A. M.'s "Anthology of Modern Verse"
Duster's "Glass of Fashion"
Wright's "Supreme War Council."

Grant Richards continues his excellently planned advertisements in the *Times Literary Supplement*. He always gives them an unusually fresh angle, and they probably have more readers than any other publishers' announcements. His most recent pronouncement is of considerable interest to American publishers and booksellers. He expressed himself on

the sale of copies sent to newspapers for review. Here it is:

The trade journal *Book-Post* has been interesting itself in the sale of review copies, and in the course of its inquiry has elicited some sensible views from Mr. Denny of the *Strand*. One opinion of his, however, I should like to challenge. He says: "If I were a publisher and an advertiser, and saw that my books were not receiving proper notice, I should very quickly withdraw my advertisement." Of course, much depends on Mr. Denny's interpretation of the word "proper," but if there is in this matter of advertising one thing more certain than another it is that the publisher who only advertises in journals where his books get good reviews will be taking his money to the very worst market. Rather will the publisher who has sense take space in those papers whose reviews are speedy and capable and honest and interesting, without particular reference to the treatment meted out to his own particular books. Those punctual plaudits that, if I do not do him an injustice, Mr. Denny would like to see make dull reading; there is not much chance of the advertisements being read on a literary page which is dull and incapable. Briefly, a literary paper or a book page is appreciated for its salt and not for its butter, and the capable and honest critic helps publisher and bookseller far more than he who, whether on the instructions of his editor or from his own incapacity to distinguish, gives a few lines of placid approval to most of the books that come his way.

Major Putnam sails from Southampton on June 15, by the *Olympia*, for New York.

The National Book Trade Provident Society held its annual meeting at Essex Hall. It was a vigorous meeting, and a well balanced Committee of Management was elected for the ensuing year. Among the members selected were such well known publishers and booksellers as Cecil Palmer, L. Chaundy, Jonathan Cape, F. J. Rymer, George H. Grubb, J. Longhurst, Charles Young, W. T. Whittaker, A. Wilson. Mr. W. Meredith who is at present on a voyage round the world, was elected President.

Children's Book Week at the Library Convention

OVER four hundred librarians of the Children's Section of the American Library Association gathered Tuesday afternoon, June 21st, to discuss Children's Book Week at the Swampscott Library Convention. Alice I. Hazeltine of the St. Louis Public Library presided at the meeting. The past history of the Children's Book Week movement and its present plans and activities were outlined by Frederic G. Melcher, chairman of the Children's Book Week Committee. This fall will see the third Children's Book Week, and this year it will reach a truly national scope. Mr. Melcher's speech

showed clearly the development of the idea. The first year, as Mr. Melcher said, he had "offices in his own head," tho the mechanics of the plan were carried out from the PUBLISHERS' WEEKLY office. The second year Children's Book Week was a very much larger thing under the auspices of the new Publishers' Association, and this year it will be a very much more important part of national book distribution. Miss Clara Whitehill Hunt, Supervisor of Children's Work in the Brooklyn Library, spoke on Children's Book Week from the librarian's point of view. Miss Hunt spoke of the value of "The

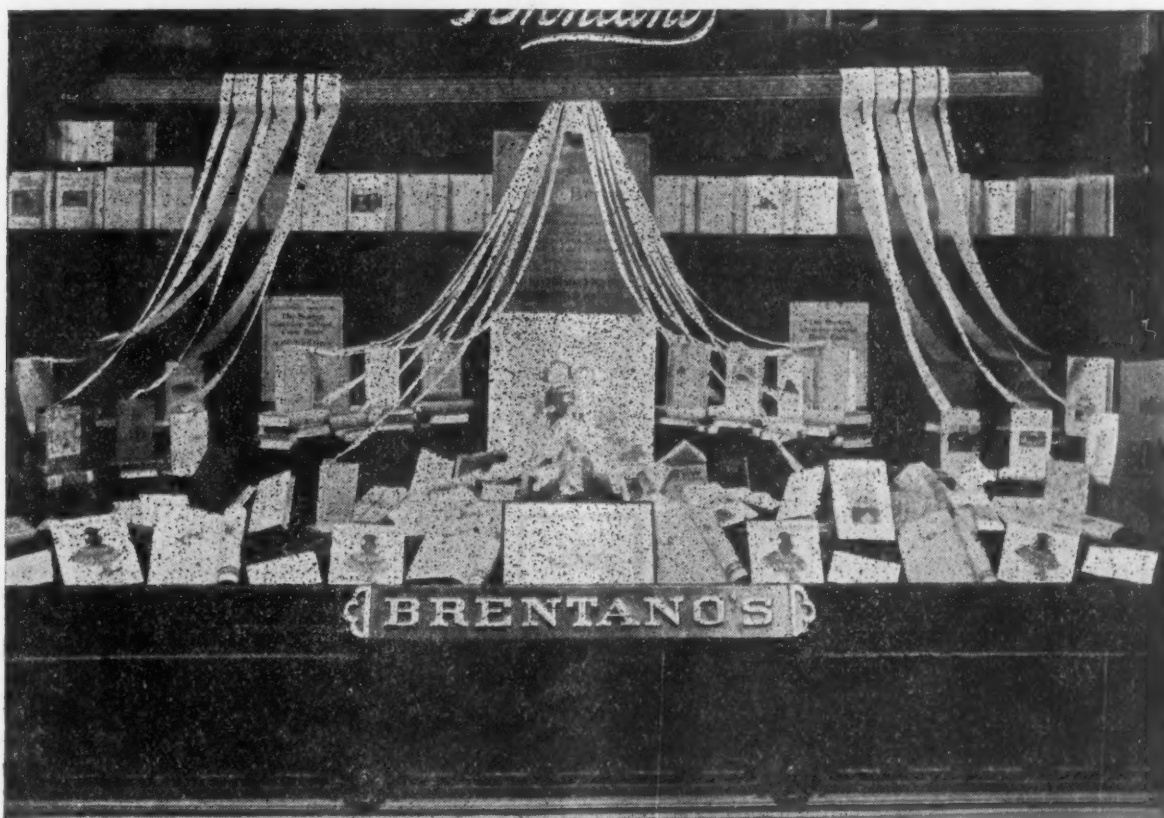
Bookshelf for Boys and Girls." She urged the co-operation of librarians in the present enthusiastic bookselling movement. Miss Hunt stressed the importance of new books for children, a part of children's reading which librarians do not stress enough. Miss Bertha E. Mahony, of the Boys' and Girls' Bookshop, Boston, was the third speaker,

She spoke on Children's Book Week from the bookseller's point of view. Members of the Children's Section were supplied with cards by means of which orders could be sent in to the Children's Book Week Committee headquarters for posters and other material, including reproductions of the Thomas Bailey Aldrich bookcase.

The Books for Bride's Campaign

IN co-operation with the Year-Round Bookselling plan for June, the Tribune Institute in the Sunday, June 19th, New York Tribune had a full page on "Books for the Bride." The page was headed, "The Practicing, Pro-

housekeeper. Little Brown had an ad for the "Boston Cooking School Cook Book." Harper and Dutton each had similar ads. The largest ad on the page was Brentano's. It had a cut of a young couple before a bookcase



BRENTANO'S JUNE WINDOW IN THE BOOKS FOR BRIDES CAMPAIGN

fessing Housekeeper Must Have a Library," with the sub-heads, "'Word-of-Mouth' Methods No Longer Hold: the Practical Cook Has Her Book," and "No Profession Touches on More Branches of Learning Than That of Homemaking." These show the tone of the article, which stressed the value to the young housekeeper of the information to be found in various kinds of books. There were brief bibliographies giving title, author and publisher of books on various household questions: interior decoration; gardening; sewing and laundering; dietetics, nursing and child feeding; cookery; household engineering, managing and machinery; canning and preserving.

Several of the publishers had taken advantage of the page for display advertising of books which would be an aid to the young

partially filled with books, and the caption, "Books Will Solve Many of the Newlywed's Problems." One argument for owning books ran:

"In these complex days of city living, the brides are denied the privilege of 'running over to mother's' with their troubles. The brides of unsympathetic Bagdad-on-the-Subway cannot even ask the neighbors—for who, among the brides of New York, is blessed with a neighbor? But books! These the bride of 1921 can have, and *must* have."

This is only part of the very effective campaign for "books for brides," which Brentano has carried on this month. The cut on this page shows the window display illustrative of the campaign slogan. The window had in it various practical books for the bride with

white ribbons running from the books up to a central point, vividly suggesting a book shower, and a number of copies of the June issue of *Good Housekeeping*, some of which were open to show May Lamberton Becker's article on books for the bride. The ad on the *Tribune* Institute page mentioned above, was only one of those used in Brentano's newspaper campaign. Twelve separate advertisements were run, covering a period of one month at short intervals, three papers being used. Each advertisement contained appropriate art work and fresh copy, which stressed the following points: the modern bride is often unprepared for her job of homemaking, but the knowledge she lacks is all ready to her hand in books; book showers are a new fashion; book showers are less expensive than old-fashioned linen and tinware showers—the following phrase was used—"Set your own price, and we will help you get the most for your money"; books are the best friends in the long lonely days after the companionship of the honeymoon.

Index to Publishers' Weekly

Copies of the title page and Index to the PUBLISHERS' WEEKLY, Volume 99, (January-June, 1921) will be furnished to any subscriber desiring them for binding. THE PUBLISHERS' WEEKLY.

The Book Caravan

AS all readers of the PUBLISHERS' WEEKLY know the famous Book Caravan has started on its second summer tour. For the first part of its itinerary a brief account of its plans for this season appeared in the June 4th issue. The Caravan has been touring Connecticut, visiting the Connecticut State Library Association. Recently the Caravan encamped in the grounds of the New Ocean House at Swampscott, Mass., where it attracted the attention of hundreds of librarians at the annual Conference of the American Library Association, June 20-25. From Swampscott the Caravan starts for its Cape Cod tour.

A two-page illustrated article about the Book Caravan appeared in the July number of the *Green Book*.

The further itinerary of the Caravan is:

Cohasset	June 28
Scituate	June 29
Duxbury	June 30
Marion	July 1, 2
Sandwich	July 5
Falmouth	July 6, 7
Wood's Hole	July 8
Cotuit	July 9
Wianno	July 11
Hyannis	July 12, 13
Chatham	July 14, 15
Provincetown	July 16-20
Yarmouthport	July 21, 22
Barnstable	July 23
Manomet	July 25

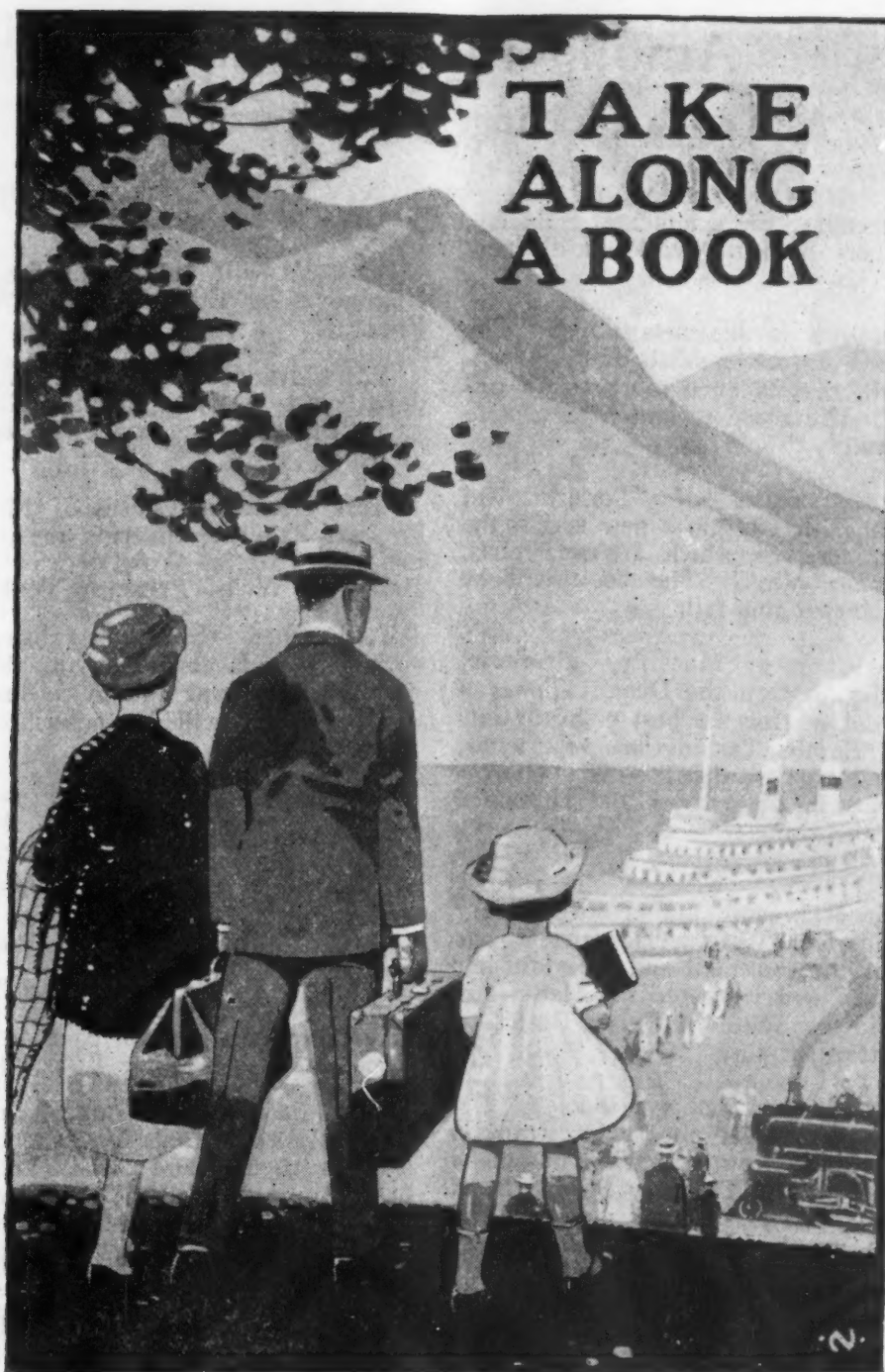
Librarians Propose Book Wagons

AT the recent forty-third annual Conference of the American Library Association, at Swampscott, Mass., the Publicity Committee presented a report, the tenor of which was:

There seems to be everywhere an increased book hunger in America. Library circulations and the demands of public book service from public libraries are growing faster than library incomes. The individual book is news nowadays as never before. Newspapers editorialize and feature books; magazines and newspapers issue special book pages and bookshelf sections, ministers preach about new books, still this book hunger is largely unsatisfied.

The Publicity Committee of the American Library Association suggests as a partial remedy the fitting out of an A. L. A. book wagon. Such a book wagon should be a demonstration reading room, with shelves, carefully selected books, a reading table and chairs. Four persons would be needed to form its staff: an organizer who knows books and library work, with an ability to address audiences, an advance and follow-up publicity agent to stimulate and foster enthusiasm along the route of the book wagon, an assistant organizer, and a driver. Such a book wagon would go out under the joint auspices of the A. L. A. and the State Library Commission or State Department of Education. It would always be desirable to obtain an invitation from a state before entering it and to link the work with local and state institutions. In order to finance it, supplements to the five thousand dollars now in the hands of the A. L. A. for book publicity (given for that purpose alone) would have to be obtained, perhaps from educational foundations. The cost of the car and its equipment would be about five thousand dollars, and the cost of its operation for six months, including salaries, gas, oil, repairs, printing and postage, would probably be about ten thousand dollars. Such book wagons would be of most value in book hungry states, where libraries are infrequent and in one or two library states, where library incomes need boosting.

Another method suggested by the Publicity Committee of bringing books and people together is the preparation of booklists in co-operation with national, industrial, educational, economic, and social groups or organizations, and recommends that the A. L. A. do the editorial work in preparing such lists and that the national group co-operated with have the responsibility of the publication and distribution. It is suggested that the A. L. A. share of the work be done at the A. L. A. headquarters, perhaps largely by the *Booklist* staff, with the co-operation of the Publicity Committee and others appointed as advisors for the work.



POSTER FOR JULY IN THE YEAR-ROUND BOOKSELLING CAMPAIGN

An Uncorrected Galley

RIGHT UP TO THE MINUTE

"Who," demanded the Alabama teacher, "wrote 'Paradise Lost'?" There was not the slightest hesitation in the beaming reply: "F. Scott Fitzgerald!" They're right up to the minute down in Alabam!

New York Evening Post.

PAGE HIM: "OH! HENRY!"

Doubleday, Page & Company have a traveler F. Henry and an author O. Henry. A letter addressed simply to Mr. Henry was forwarded to F. Henry, then on the Pacific Coast, who,

on opening the mail, was rather surprised to find the following on the letterhead of the president of a western bank:

"Dear Mr. O. Henry:

"Will you do a courtesy and kindness for a sweet winsome baby, with blue eyes and chubby fists? She is my daughter, born August twenty-sixth, nineteen twenty. I am collecting a book of autographs of the prominent, public men of the day, which she may have and treasure when she grows up to maturity. Will you be so gracious as to sign your name and title or occupation, with date, on enclosed card, and mail in enclosed envelope?"

"My object is unselfish and not mercenary and the above letter-head exhibits my standing and responsibility.

"Thanking you, with a grateful heart."

Among the Publishers

A Week's Gleanings of Book-trade News

HENRY G. AIKMAN, author of "Zell," (Knopf), is spending the summer at Surfside, Nantucket, where he is at work on his new novel.

LOUIS COUPERUS in his new novel, "The Hidden Force," to be published by Dodd, Mead this fall, reverts once more to an unusual setting. The scene is laid in a remote district in Java.

SEWELL FORD, creator of "Torchy" and "Shorty McCabe," has begun a new series, the principal characters, of which are two girls, "Inez and Trilby May." The book will be published by Harper this fall.

WARD MACAULEY of Macauley Brothers, Detroit, is offering thru the *Detroit Times* a prize of ten dollars for the best essay or letter on "Is Booth Tarkington's character, 'Alice Adams,' true to life?" The *Detroit Times* is to decide the winner and announce the result of the contest.

ADELE S. BURLESON, wife of the former Postmaster-General, and author of "Every Politician and His Wife" (Dorrance), has just sailed for the continent and will join her husband at Coblenz, where the latter is working to rid the Southern United States of their vast cotton surplus.

BOY SCOUTS, Take Along a Book The exact book is not hard to choose for Franklin K. Mathews, Chief Scout Librarian, has made a collection of stories "The Boy Scout's Book of Camp Fire Stories," to be published by Appleton this month. It includes stories by Zane Grey, Jack London, Ralph Connor, Rex Beach, Irving Bacheller and Stewart Edward White.

DR. MORRIS JASTROW, who died on June 22, was a notable American scholar who combined to an unusual degree the ability to pursue academic research and write up the results so that a wide audience could read, understand and appreciate. Dr. Jastrow had just completed the manuscript for "The Song of Songs," which will complete the series of three volumes on three unique books of the Bible. "The Song of Songs" will be published by J. B. Lippincott.

"MINCE PIE" and then "Plum Pudding!" Christopher Morley feeds us well. "Plum Pudding" will be served in season by Doubleday, Page. Mr. Morley recently autographed fifty copies of his latest book, "Pipefuls," in 37 minutes, writing a different greeting in each instance. We are told that this could have been done ten seconds sooner if he had not been interrupted long enough to

shake hands with a friend unaware of the importance of his occupation.

Putnam's will publish in the fall a new long novel by Ethel M. Dell, "The Obstacle Race."

"PAN" originally published in 1894, is the third title to be brought out in the Borzoi collected edition of the works of Knut Hamsun by Knopf.

"THE Economic Causes of Modern Wars," by John Bakeless, covering the period of 1878 to 1918 (Moffat Yard), was awarded the David A. Wells' Prize by Williams College.

T. J. COBDEN-SANDERSON has arranged an anthology of Keats' Poems to illustrate Keats' poetic development and to celebrate the poet's centenary. It will be published this month by Moffat, Yard.

A NEW mystery detective story by J. S. Fletcher, author of "The Middle-Temple Murder," entitled "The Borough Treasurer," is announced for publication July 15th by Knopf.

OWEN JOHNSON'S book, "The Wasted Generation," will be published by Little, Brown in September, not in August as was announced on the front cover of the Chicago Book Fair Issue of the PUBLISHERS' WEEKLY.

REILLY AND LEE will publish this month "The Teenie Weenie Man's Mother Goose," containing 700 rhymes and stories with illustrations in colors by William Donahey. This very complete Mother Goose will delight the youthful and those renewing their youth.

"THE Story of a Poet: Madison Cawein," by Otto A. Rothert, has just been published by John P. Morton Co., Louisville, Kentucky, as one of the publications of the Filson Club. Only three hundred copies of the book have been issued beyond the requirements of the club's membership and exchanges.

"ART Appeal in Display Advertising," by Frank Alvah Parsons, which Harper is publishing this fall, will be illustrated with ninety-six specimen ads. from newspapers and periodicals, two in four-color process and ninety-four in half-tone, each with a complete descriptive and critical caption that explains why the ad. is either good or bad. Every point which Mr. Parsons makes in his text is illustrated by a full-page ad. Mr. Parsons is the President of the New York School of Fine and Applied Art and Professor of Advertising Display at New York University. He is the author of a number of books on advertising, "The Principle of Advertising Arrangement," etc.

Changes in Prices

D. APPLETON & CO.

Principles of Sociology, by Herbert Spencer, in three volumes has been increased from \$9.00 to \$10.50.

Obituary Notes

DR. MORRIS JASTROW, JR., who ranked as one of the world's greatest assyriologists died at Ogontz, Pa., on June 22nd. He was fifty-nine years old.

Dr. Jastrow was born in Warsaw, August 13th, 1861, the son of the Rev. Dr. Morris Jastrow, who later came to Philadelphia.

In 1881 he was graduated from the University of Pennsylvania and in 1884 received the degree of doctor of philosophy from the University of Leipsig. After an educational tour of German and French universities, he returned to Philadelphia and entered the faculty of the University of Pennsylvania. He was professor of Semitic languages and librarian of the university at the time of his death.

Dr. Jastrow's published works include: "Aspects of Religious Belief, and Practice in Babylonia and Assyria," 1911; "Study of Religion," 1902; "Hebrew and Babylonian Traditions," 1914; "War and the Bagdad Railway," 1917; "The Gentle Cynic," 1919; "War and the Coming Peace," 1918; "The Eastern Question and Its Solution," 1920; "Zionism and the Future of Palestine," 1919; "The Book of Job," 1920.

Communications

Discount Problem in Text-Books

University Book Store,
3474 University Avenue, Los Angeles,
May 9, 1921

Editor, PUBLISHERS' WEEKLY

We are a privately-owned store, carrying a stock of text books that will run from about \$40,000 at the opening of the season down to about \$15,000 at the close. We cater particularly to College trade. We supply all of the books to the University of Southern California, and most of the books to half-a-dozen other smaller colleges hereabouts.

We are having two particular troubles, and we think they are so general that perhaps others have them also, and that maybe you have a solution, or will help us work to a solution.

The first is: That anyone even remotely connected with a school can get the wholesale price (20% discount) on any book he wants to order. The result is that professors, and particularly junior instructors, order books for their own classes, and sell them at cost. The particular trouble is not so much that a sale is lost, as that the dealer who is operating on an infinitely small margin (20%) is held up as a horrible example of the Modern Highway Robber.

School people generally do not have a very highly developed business sense, and they do

not understand at all why a dealer should not sell the book at the same price as the publisher offers it for. When we tell them that they are getting just the same price as we have to pay, they are frankly incredulous, and at best hold the mental reservation that we lie.

They know that anything else that is advertised at a price can be bought for that price (or less) at the average store. They expect that the dealer is taken care of. He should be. When they write to a publisher about a book they want to introduce, he writes in reply the price is \$2.50, less 20% discount, or \$2.00. Immediately then \$2.00 becomes *The Price*, and all the explaining in the world cannot make it otherwise.

We, the dealers, are given a black eye.

And what is the benefit? No more books are sold and the few dealers that are left (in text books) are so hounded that they do not make one-half the sales they could, if they could stand on the same basis and with the same confidence as the dealer in any other legitimate line.

In our State, high school and grade textbooks are now provided free by the state. That leaves only the colleges and private schools and the general public as potential customers. The stores that handle college text books can sell them to a wide field of the general reading public if they are only given a little chance.

Why have a list price when anyone can be given 20% discount?

The second trouble is worse:

A professor will order ten copies of a book for his class. He sells nine. He sends back the extra copy with his check for the nine, and the publisher is mighty glad to get the money. Just let a dealer try that. It does not work with us.

The PUBLISHERS' WEEKLY has a wide viewpoint over all the trade. What do you think about these practices? Don't you have lots of other customers who feel as we do about it?

Yours truly,

J. R. MILLER.

Personal Notes

ASHER JOHNSON JACOBY will on September 1st become an active director of Dorrance & Company and treasurer and member of its editorial staff. Mr. Jacoby has for the past nine years been Superintendent of Schools at Elmira and has had similar experience in Massachusetts. He is widely and favorably known thruout the East as an educator and writer.

At The Book Fair

THOMAS Y. Crowell Company of New York will be represented during the Chicago Book Fair by Geo. R. Hobby, who will be at the Palmer House with a full line of samples.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

A. B. C. (The) of iron and steel; 4th ed.; [the manufacture of iron and steel; directory of iron and steel works, including names of officials] 408 p. il. O '21 Cleveland, O. Penton Pub. Co., Penton Bldg. \$5

Allan, Luke

Blue Pete, half breed. 9+284 p. D [c. '21] N. Y., J. A. McCann \$2 n.

Allen, Alfred Frederick

An introduction to chemical engineering; and elementary textbook for the use of students and users of chemical machinery. 16+272 p. il. O '20 N. Y., Pitman \$4 n.

American Sociological Society

Some newer problems, national and social. 280 p. tabs. O (Papers and proceedings, v. 15) [c. '21] Chic., Univ. of Chic. Press pap. \$2 n.

Partial contents: The community idea in rural development by Kenyon L. Butterfield; Sociological evaluation of the Interchurch movement, by Edwin L. Earp; Social significance of the new plan of army education, by Scott E. W. Bedford.

Anderson, Knute

How to strengthen mind and nerves; [a course of self-treatment for functional nervous and mental disorders.] 3+88 p. O c. Los Angeles, Cal., Anderson Pub. Co. \$5

Anspach, Brooke Melancthon

Gynecology; with an introd. by John G. Clark. 26+752 p. col. front. il. pls. (part col.) O [c. '21] Phil., Lippincott \$9 n. [subs. only]

Attack, F. W., and Whinyates, L., eds.

The chemists' year book, 1921; [6th ed.]; 2 v. 1142 p. tabs. diagrs. T N. Y., G. E. Stechert \$6 50 n.

Among the many chapters which have been entirely rewritten in this edition are "Fuels and Illuminants," "Crystallography," "Cellulose," and "Coal Tar."

Atherton, Mrs. Gertrude Franklin Horn

The avalanche. 229 p. D (Copyright fiction) [c. '19] N. Y., Burt \$1

Aumonier, Stacy

The golden windmill and other stories. 238 p. D c. N. Y., Macmillan \$2 n.

Allan, William

History of the campaign of Gen. T. J. (Stonewall) Jackson in the Shenandoah Valley of Virginia from Nov. 4, 1861 to June 17, 1862; with full maps of the region and of the battlefields by Jed. Hotchkiss. various paging maps (part fold.) O (Southern His-

Bailey, A. R.

Bailey's handbook of universal questions and answers for stationary, marine and diesel engineers and firemen; [4th ed.] 251 p. T [c. '21] Seattle, Wash. [Author], Box 822 \$2.50

This edition contains 800 new questions, which are asked by examining boards of men seeking license. The total number of questions and answers in this volume is now 2,200.

Baker, Clara Belle

Songs for the little child; folk melodies harmonized by Caroline Kohlsaat. 99 p. music D [c. '21] N. Y. & Cin., Abingdon Press \$1 n.

Balassa, J., and Hanti, N.

Hungarian-English dictionary. 318 p. S '21 Milwaukee, Wis., Casper bds. \$1.50 n.

Barbee, Lindsey

When the clock strikes twelve; a comedy-drama in three acts. 102 p. D (Denison's select plays) [c. '21] Chic., T. S. Denison & Co. pap. 35 c.

Bassett, Sara Ware

The harbor road. 300 p. D (Copyright fiction) [c. '19] N. Y., Burt \$1

Beecher, Carolyn, pseud.

One woman's story. 401 p. D (Copyright fiction) [c. '19] N. Y., Burt \$1

Benson, Robert Hugh

Christ in the church; a volume of religious essays; 4th ed. 6+231 p. O [n. d.] St. Louis, Mo., B. Herder Bk. Co. \$1.50 n.

Bible

The Holy Bible; containing the Old and New Testaments. [Mite ed. with magnifying glass in pocket.] 876 p. front. il. 1¾ in. (no. 093X) N. Y., Oxford Univ. Press leath. \$2 bxd.

Bible, Old Testament

The shorter Bible; the Old Testament; tr. and arranged by Charles Foster Kent. 654 p. D c. N. Y., Scribner \$2 n.

Bradley, Mrs. Mary Hastings

The wine of astonishment. 312 p. D (Copyright fiction) [c. '19] N. Y., Burt \$1

torical Society papers) '20 Richmond, Va., Southern Historical Society pap. \$3.15

Augustine, Charles, D.D.

A commentary on the New code of canon law; v. 6, Administrative law; can. 1154-1551. 14+617 p. O '21 St. Louis, Mo., B. Herder Bk. Co. \$3 n.

Breareley, Harry

The case-hardening of steel; an illustrated exposition of the changes in structure and properties induced in steels by cementation and allied processes; 2nd ed. 11+207 p. il. charts tabs. diagrs. pls. O '21 N. Y., Longmans, Green \$6 n.

Brininstool, E. A.

Trail dust of a maverick. [verse]; new ed.; introd. by George Wharton James. 250 p. O [c. '21] Los Angeles, Cal. [Author, 1428 S. Norton Ave. \$2.50 n.

Brown, Edith A.

Cocoa; containing 16 full-page il. from photographs. 88 p. front. pls. D (Peeps at Industries) '20 N. Y., Macmillan \$1 n.

The story of the growing and the romance of cocoa, told for children from 12 to 15 years.

Brown, Willis C., and Hall, Malcolm B.

The orifice meter and gas measurement. 8+112 p. il. tabs. diagrs. (part fold.) D [c. '21] Foxboro, Mass., The Foxboro Co. inc. \$3.50; leath. \$4.50

Bruce, J. F.

Training. 125 p. O c. '20 Columbia, Mo., Mrs. Mabel C. Frazier, 507 Stewart Road pap. \$1; \$1.50

A system for the moral, mental and physical education of American youths.

Buchanan, John Findlay

Practical alloying; a compendium of alloys and processes for brass founders, metal workers and engineers. 205 p. il. tabs. pls. O [c. '20] Cleveland, O., Penton Pub. Co. \$5

Bullard, Frederic Lauriston, comp.

The public refuses to pay; editorials from The Boston Herald on the railroad and building situation. 89 p. D [c. '21] Bost., Marshall, Jones Co. pap. 50 c.

This book is divided into three sections i. e. How the building trades unions work against the public welfare, How the railway labor unions work against the public welfare and Labor's first duty.

Byrnes, Eugene

Reg'lar fellers; 1st ser. no paging il. Q [c. '21] N. Y., Cupples & Leon bds. 25 c. n.

Cabell, James Branch

Taboo; a legend from the Dirghic of Sae-vius Nicanor; with prologomena notes, and a preliminary memoir. 40 p. O [c. '21] N. Y., McBride \$1.50; Limited autographed ed. \$5

Capes, H. M.

Pardon and peace; the last chronicle of

an old family. 224 p. O '21 St. Louis, Mo., B. Herder Bk. Co. \$1.50 n.

Carman, Edwin Salisbury

Foundry moulding machines and pattern equipment; a treatise showing the process made by the foundries using machine moulding methods; 2nd ed. 7+225 p. il. diagrs. O [c. '20] Cleveland, O., Penton Pub. Co. \$5

Carter, Herbert Swift, and others

Nutrition and clinical dietetics; 2nd ed. thoroughly rev. 16+703 p. diagrs. O '21 Phil., Lea & Febiger \$7.50 n.

Chambers, Robert William

The moonlit way. 412 p. D (Copyright fiction) [c. '19] N. Y., Burt \$1

Clark, Rose B.

Geography for the grades; outlines and helps in teaching; together with problems for the study of the Americas and the new Europe. 110 p. D (v. 4, no. 4) [c. '20] Peru, Neb., Peru State Normal School pap. 25 c.

Clayton, A. E.

Power factor correction; explaining the meaning and importance of power factor, and describing methods for the improvement of power factor. 11+108 p. il. diagrs. pls. S (Pitman's technical primer ser.) '21 N. Y., Pitman \$1

Partial contents: Static condensers for power factor correction; Rotary condensers for power factor correction; Phase advances for individual motors.

Clemens, Samuel Langhorne [Mark Twain, pseud.]

The prince and the pauper; with an introd. by Arthur Hobson Quinn. 30+280 p. (2 p. bibl.) front. (por.) D (Harper's modern classics) [c. '20] N. Y., Harper \$1 n.

Clutton-Brock, Arthur, and others

Essays on vocation; ed. with an introd. by Basil Mathews; [essays designed to meet after-the-war conditions.] 2nd ser. 76 p. O '21 N. Y., Oxford Univ. Press \$1.75 n.

Cochrane, H. S. B. W., Corporation

Finding and stopping waste in modern boiler rooms; a reference manual to aid the owner, manager and operator in securing and maintaining boiler plant economy; 2nd, rev. & enl. ed. 414 p. il. charts diagrs. tabs. plans forms D [c. '21] Phil., H. S. B. W. Cochrane Corp., 17th St. & Allegheny Ave. linen \$1

The first edition of this work was published by the Harrison Safety Boiler Works in 1917, which was the former name of the present corporation.

Booth, Willis Holyoake

Foreign trade and the interior bank. 18 p. D [c. '20] N. Y., Guaranty Trust Co. pap. gratis

Browne, William Bradford

The Mohawk trail; its history and course; with map and il.; together with an account of Fort Massachusetts and of the early turnpikes over Hoosac Mountains. 40 p. pls. fold. map O [c. '20] North Adams, Mass. [Author], Box 432, pap.

Buffalo Foundation, comp.

Social service directory of Erie County. 206 p. D '21 Buffalo, N. Y., Buffalo Foundation pap. gratis.

Busey, A. P., jr., and others

Mine safety orders. 125 p. S '20 San Francisco,

Cal., Industrial Accident Commission, 525 Market St. apply.

California jurisprudence; a complete statement of the law and practice of the state of California; editor: William M. McKinney; with an introd. by Hon. William W. Morrow; [about 25 v.; v. 1, Abandonment to ancient lights; with an introd. by William W. Morrow.] various paging O c. San Francisco, Cal., Bancroft-Whitney Co. \$10 per v. [subs. only.]

Co-operative housing by associations of consumers; [with a brief report on co-operative housing in England, Germany, Denmark, Switzerland and America.] 16 p. O '20 N. Y., The Co-operative League of America, 2 W. 13th St. pap. 10 c.

Conyngton, Hugh R.

Financing an enterprise; a manual of information and suggestion; 3 v.; v. 1, The enterprise; v. 2, The organization; v. 3, The financing. 667 p. O '21 c. '06-'21 N. Y., Ronald Press \$7 n.

Practical suggestions for organizing and capitalizing, selling stock, and an analysis of the problems involved in starting a business enterprise.

Coughlin, Richard

St. Lawrence River and the Thousand Islands; history and legends. 63 p. mounted fold. map S [c. '20] Watertown, N. Y., Santway Photo-craft Co. pap. 35 c.

Craig, Charles Franklin

The Wassermann test; 2nd ed. rev. and enl. 9+279 p. (4 p. bibl.) il. pls. (part col.) diagrs. O [c. '21] St. Louis, Mo., C. V. Mosby \$4.50 n.

Crandall, Irene Jean

A cabin courtship; a comedy in three acts. 88 p. music D (Denison's select plays) [c. '21] Chic., T. S. Denison & Co. pap. 35 c.

Crosby, Rena L.

The geography of Bible lands. 242 p. (2 p. bibl.) front. pls. il. O (The Abingdon religious education [c. '21] N. Y. & Cin., The Abingdon Press \$1.75 n.

Stories of life in Mesopotamia, Persia, Syria, Palestine, Judaea, Arabia, Egypt, Armenia, Asia Minor, Greece and Italy.

Cullimore, Allan Reginald

The use of the slide rule; 2nd ed.; [with new material on the use of the polyphase rule.] 37 p. tabs. diagrs. O [c. '15-'20] Hoboken, N. J., Keuffel & Esser \$1

Cullum Ridgwell

Triumph of John Kars. 437 p. D (Copyright fiction) [c. '18] N. Y., Burt \$1

Daudet, Alphonse

La Belle-Nivernaise; with notes and vocabulary by Frank W. Freeborn; questions and exercises by Noëlia Dubrule. 6+106 p. front. (por.) D (International modern language ser.) [c. '20] Bost., Ginn 60 c. n.

Davis, Allan, and Vencill, Cornelius C.

On vengeance height; a play in one act. 32 p. D (Vagabond plays, no. 2) '20 c. '14-'20 Balt., Norman, Remington pap. 75 c. n.

Davis, Edward Parker

Mother and child; 4th ed., rev. 278 p. il. pls. D [c. '92-'21] Phil., Lippincott \$2.75 n.

Dayton, Hughes

Practice of medicine; a manual for students and practitioners; [4th ed.] 328 p. D [c. '21] Phil., Lea & Febiger \$2.25 n.

Dearborn, Walter Fenno

Manual of directions for giving and scoring the Dearborn group tests of intelligence; [Ser. 1; Test charts, grades 1-3 and 4-5] no paging O [c. '20] Phil., Lippincott pap. ea. 25 c.

Dodd, West

Lightning and petroleum storage tanks; a scientific exposition of the manner by which lightning causes tank fires; with helpful suggestions and

Demurger, Abbé

The Christian ideal. 125 p. T '21 N. Y., Benziger Bros. 65 c. n.

De Selincourt, Ernest

Keats; [a study of the reaction of Keat's life and character upon his art.] 22 p. O (Wharton Lecture on English Poetry) '21 N. Y., Oxford Univ. Press pap. 70 c.

Donaldson, Alfred L.

A history of the Adirondacks; 2 v. 383; 400 p. il maps Q c. N. Y., Century Co. \$10 n.

Drummond, Dale, pseud.

A woman who dared. 312 p. D (Copyright fiction) [c. '19] N. Y., Burt \$1

Eagar, G. F. F.

Longwall coal cutting machinery; a practical treatment combining experience of the coal face with machine shop practice; for mining students, engineers, and all engaged in coal mining. (Pitman's technical primers) 11+109 p. S '21 N. Y., Pitman \$1

Ehrlich, David

The history of the flute from ancient times to Böhm's invention; including detailed instructions concerning embouchure, tone, technique, proper breathing, phrasing, execution, harmonic-tones; also miscellaneous matters of interest and biographies of famous flutists. 11+107+4 p. S [c. '21] N. Y., [Author], 519 W. 138th St. pap. \$1.50 n.

Partial contents: Legends; Material of the old flute; Keeping the instrument in order.

English (The) catalogue of books for 1920; giving in one alphabet, under author and title, the size, price, month of publication, and publisher of books issued in the United Kingdom, being a continuation of the "London" and "British" catalogues; with the publications of learned and other societies, and directory of publishers; 84th year of issue. 339 p. O '21 N. Y., R. R. Bowker Co., 62 W. 45th St. \$4 n.

Eternal (The) verities for the teachers of children. 327 p. music D '21 c. '20 Los Angeles, Cal., United Lodge of Theosophists, 504 Metropolitan Bldg. \$1.50 n.

Lessons to carry out the suggestions regarding the teaching of children, made by Madame Blavatsky in the "Key to Theosophy."

Fage, Arthur

Airscrews in theory and experiment. 9+198 p. (5 p. bibl.) il. fold. pls. diagrs. O '20 N. Y., Van Nostrand \$10 n.

Fay, Mrs. Ada Brown

The divine science Bible text book; interpretation based upon the omnipresence of God. 434 p. D [c. '20] Denver, Col., Colorado College of Divine Science \$5; leath. \$10

means of protection. 48 p. (1 p. bibl.) il. pls. O [c. '20] Des Moines, Ia., The West Dodd Tank Protection Co. pap. 50 c.

Fitzmaurice-Kelly, James

Fray Louis de Leon; a biographical fragment; with a portrait from an engraving after Pacheco; [the life of this Spanish poet of the 16th century.] 14+262 p. O (Hispanic Society of America) '21 N. Y., Oxford Univ. Press \$3.40

Fedden, Romilly i. e. A. Romilly, and Fedden, Katherine Waldo Douglas [Mrs. Romilly Fedden]

The Basque country; painted by Romilly Fedden and described by Katherine Fedden. 16+196 p. (1 p. bibl.) col. front. pls. (part col.) il. fold. map O '21 Bost., Houghton Mifflin \$6 n.

A record of a tour, told in picture and story of the quaint country bordering on the Pyrenees, starting from Bayonne, France.

Ferguson, Arthur Hamilton

A study-guide in American history for high school students; including the improved course of study in American history for all high schools of New York state, to take effect 1920, and a set of outline maps, with full directions for their use, which include all map requirements of the course. 120 p. il. maps D (Course C.) [c. '21] Syracuse, N. Y., Iroquois Pub. Co., University Blk. 75 c. n.

Field, Walter Taylor

The Field first reader; il. by Maginel Wright Enright. 166 p. col. front. col. il. D [c. '21] Bost., Ginn 72 c. n.

Franklin, William Suddards, and MacNutt, Barry

Lessons in heat; a text-book for colleges and technical schools. 10+147 p. (1½ p. bibl.) tabs. plans charts diagrs. O (Lesson ser.) c. '20 Bethlehem, Pa., Franklin & Charles \$2 n.

Gardiner, Alfred G.

The Anglo-American future. 111 p. D c. N. Y., T. Seltzer bds. \$1.50

Partial contents: The new world; A century of peace; The American mind; The English manner; Political manner; Sea power.

Garland, Robert

The double miracle; [a melodrama in one act.] 21 p. D (Vagabond plays, no. 1) [c. '15] Balt., Norman, Remington pap. 60 c.

The importance of being a roughneck; a burlesque [in one act.] 32 p. D (Vagabond plays, no. 5) c. Balt., Norman, Remington pap. 75 c.

Giolitti, Federico

Heat treatment of soft and medium steels; tr. by E. E. Thum and D. G. Vernaci. 214 p. il. O '21 N. Y., McGraw-Hill \$5 n.

Goldberg, Jacob A.

Social aspects of the treatment of the insane; based on a study of New York experience. 247 p. tabs. O (Studies in hist., economics and public law; v. 97, no. 2, whole

no. 221) c. N. Y. Longmans, Green pap. \$2.50 n.

Partial contents: History of New York's policy of caring for the insane; Insanity as a community problem; A social study of 786 admissions to state hospitals.

Goldring, Douglas

Streets and other verses. 106 p. front. D '21 N. Y., T. Seltzer \$1.50 n.

Goodwin, William Archer Rutherford, D. D.

The parish, its life, its organization, its teaching mission and its divine contacts; a handbook for the clergy and laity; with an introd. by Rt. Rev. Charles Henry Brent. 136 p. (6¼ p. bibl.) fold. plan diagr. D c. Milwaukee, Wis., Morehouse Pub. \$1.50

Partial contents: The Church as a living organism; The divine commission and the Church's responsibility; The pastor and his people.

Great Lakes (The) red book; 1921 ed.; a list of over 1000 vessels of the Great Lakes; together with the name of owner, captain and engineer of each vessel. 190 p. Tt Cleveland, O., Penton Pub. Co. \$1

Gregor, Elmer Russell

The white wolf; [an Indian story for young readers.] 268 p. front. D c. N. Y., Appleton \$1.75 n.

Hammond, Edward K.

Broaching practice; a treatise on the commercial application of the broaching process; including different types of broaching machines, the design of broaches and examples from practice illustrating broaching methods. 2+122 p. il. diagrs. O (Machinery's dollar books) c. N. Y., The Industrial Press pap. \$1 n.

Hatt, William Kendrick, and Voss, Walter C.

Concrete work; v. 2. 14+206 p. il. O [c. '21] N. Y., Wiley \$2 n.

Hawley, Walter Augustus

The early days of Santa Barbara, California; from the first discoveries by Europeans to December, 1846. 103 p. front. il. plans pls. O c. '20 Santa Barbara, Cal., The Schauer Pr. Studio pap. \$1

Partial contents: The aborigines; The early explorers; The Presidio; The secularization; The ranchos.

Hendryx, James Beardsley

The Texan. 392 p. D (Copyright fiction) [c. '18] N. Y. Burt \$1

Herbert, Thomas Ernest, and Wardt, R. G. de

The arithmetic of telegraphy and telephony. 7+187 p. diagrs. charts tabs. D '21 N. Y., Pitman \$2

Partial contents: Arrangement of cells; Resistance of conductors; Measurement of current; Condensers; Work, power and heating; Aerial lines.

Fleming, Daniel Johnson

Schools with a message in India. 209 p. il. O '21 N. Y., Oxford Univ. Press pap. \$1.40; \$2.40

Fortescue, John.

The British soldier and the empire. 24 p. O (British academy) '21 N. Y., Oxford Univ. Press pap. 90 c.

Hancock, Percy Stuart Peache, ed.

Babylonian flood stories. 24 p. D (Texts for students, no. 24) '21 N. Y., Macmillan pap. 20 c. n.

Babylonian penitential psalms. 16 p. D (Texts for students, no. 25) '21 N. Y., Macmillan pap. 20 c. n.

Hapai, Charlotte, tr.

Legends of the Wailuku, as told by old Hawaiians and done into the English tongue; il. by Will Herwig. 54 p. front. il. D [c. '20] Hilo, Hawaii, The First Trust Co. of Hilo, Ltd. not for sale priv. pr.

Hemans, Lawton Thomas

Life and times of Stevens Thomson Mason, the boy governor of Michigan; [final chapter by William Lee Jenks.] 528 p. il. pls. pors. facsms. (part fold.) O Lansing, Mich., Michigan Hist. Society apply

Hering, Rudolph, and Greeley, Samuel A.

Collection and disposal of municipal refuse; [a comprehensive survey.] 653 p. il. O '21 N. Y., McGraw-Hill \$7 n.

History of the American field service in France; told by its members; 3 v. various paging il. O '20 Bost., Houghton Mifflin \$12.50 n.

Holland, Thomas Erskine

Letters to "The Times" upon war and neutrality, 1881-1920; with some commentary; 3rd ed. 15+215 p. O '21 N. Y., Longmans, Green \$4 n.

Holman, Alfred L., comp.

A register of the ancestors of Dorr Eugene Felt and Agnes McNulty Felt; compiled for Dorr Eugene Felt. 12+267 p. front. (por.) pls. fold. charts por. O c. Chic., Felt & Tarrant Mfg. Co., 1713 N. Paulina St. priv. pr. bxd.

Holmes, George Winslow, and Ruggles, Howard Edwin

Roentgen interpretation; a manual for students and practitioners; 2nd ed., thoroughly rev. 17+228 p. il. diagrs. O c. '21 Phil., Lea & Febiger \$3.25 n.

Holme, Geoffrey, ed.

"The studio" year-book of applied art, 1921. 122 p. pls. (part col.) il. O N. Y., J. Lane pap. \$4; \$5

The illustrations include work on domestic architecture, decorative and applied art, and applied art in Sweden.

Hough, Benjamin Olney, comp.

American Exporter export trade directory; export merchants, manufacturers' export agents, foreign exchange bankers, foreign freight forwarders, steamship lines, foreign consuls, etc. in principal ports of the United States; 1921-1922. 1036 p. front. (map) O [c. 21] N. Y., Johnston Export Pub. Co. \$10 n.

A Who's Who of the export trade of the United States.

How to plan, finance and build your home; containing plans, etc., of over 100 well-balanced small homes of various types suitable for home builders all over the country. 154 p. il. pls. plans F c. Milwaukee, Wis., Caspar bds. \$3.50 n.

Hurlburt, Jesse Lyman, D. D.

The story of Chautauqua. 19+429 p. front.

Hildreth's Massachusetts digest; new series; Massachusetts Supreme court reports, 212; by Walter Alexander Ladd; 1912-1920; [first published under title Hildreth's annual index of Massachusetts law.] 2 v. 560; 300 p. O c. Bost., Massachusetts Digest Associates, Inc., \$15 n.

House of Representatives. Committee on Ways and Means

Wages in the United States and foreign countries; indexed. 103 p. tabs. O (Tariff Information, 1921) '21 Wash., Gov. Pr. Off., Supt. of Doc. pap.

How to start and run a co-operative wholesale; a report of the Committee on wholesale, of the Second American Co-operative League of America Con-

(por.) pls. O c. N. Y., Putnam \$2.50 n.

The complete story of the founding of the Chautauqua by Lewis Miller and John H. Vincent, and of the institution as it lives today.

James, Henry

Notes and reviews; with a preface by Pierre de Chaignon la Rose. no paging O c. Cambridge, Mass., Dunster House Bookshop bds. \$5

James, Herman Gerlach

Local government in the United States. 15+482 p. O c. N. Y., Appleton \$3.50 n.

A discussion of the government of cities, counties and minor political divisions, from both the urban and rural aspects.

Jennings, Frances

A tour in a donkey-cart; with 32 collotype reproductions of [the author's] drawings and a note by Professor Henry Tonks and an introd. by Isabel Derby. 96 p. pls. O '21 N. Y., J. Lane \$7.50 n.

The story of the life of Miss Jennings, told thru her letters, and of her travels about the country in a brightly painted donkey cart, after she had become paralyzed in her legs. The drawings were executed by her during these tours.

Johnson, Arthur F.

The design and construction of power workboats. 4+113 p. il. diagrs. T [c. '20] Cleveland, O., Penton Pub. Co. \$5

Johnson, Constance Fuller Wheeler [Mrs. Burges Johnson], and Johnson, Burges

Parodies for housekeepers; with il. by Peter Newell. [verse] 58 p. O [c. '21 Poughkeepsie, N. Y., Vassar College pap. \$1

Parodies on the verses of O. W. Holmes, Kipling, Tennyson, Stevenson, Shelley, Scott, Shakespeare, Poe, Edgar Lee Masters, Amy Lowell, Vachel Lindsay and others.

Johnson, Roy Ivan

Mechanics of English. 80 p. D c. Bost., Allyn & Bacon 80 c.

Jones, Franklin Day

Cylinder boring, reaming and grinding; a treatise on the types of machines, cutting tools and fixtures used for boring and reaming cylinders and the practice in grinding the cylinders of gasoline engines. 8+110 p. il. O (Machinery's dollar books) c. N. Y., The Industrial Press pap. \$1 n.

Jordan, Kate, see Vermilye, Kate Jordan**Karsner, Howard Thomas, and Ecker, Enrique Eduardo**

The principles of immunology. 17+309 p. il. (part col.) O [c. '21] Phil., Lippincott \$5 n.

vention. 10 p. O '20 N. Y., Co-operative League of America pap. 10 c.

Iowa. The State University

University bibliography; 1918-1920. 32 p. O (First ser. no. 49, May 15, 1921) '21 Iowa City, Ia., Univ. of Iowa pap.

Johnson, Fenton.

Tales of darkest Africa. 34 p. O [c. '20] Chic., The Favorite Magazine, 3518 State St.

Jordan, Mary Augusta

An unpublished letter of William James; [and] Scott and Scandinavian literature, by Paul Robert Lieder. 57 p. O (Smith College Studies in Modern Languages, v. 2, no. 1, Oct., 1920) Northampton, Mass., Smith College pap. 75 c.

Kaye-Smith, Sheila

Green apple harvest. 312 p. D c. N. Y., Dutton \$2 n.

Kenilworth, Walter Winston

Practical occultism. 308 p. O c. Bost., [Author] \$2.50 n.

Kerrison, Philip D.

Diseases of the ear; 2nd ed. rev. and enl. 21+596 p. il. (part col.) pls. (part col.) chart O [c. '13-'21] Phil., Lippincott \$6.50 [subs. only]

Knowles, Mrs. Lilian Charlotte Anne Tomm

The industrial and commercial revolutions in Great Britain during the 19th century. 12+420 p. D (Studies in economics and political science, no. 61) '21 N. Y., Dutton \$2.50 n.

Lane, Winthrop D.

Civil war in West Virginia; a story of the industrial conflict in the coal mines; with an introd. by John R. Commons. 128 p. D (The Freeman pamphlets) c. N. Y., Huebsch pap. 50 c.

Le Gallienne, Richard

Pieces of eight. 333 p. D (Copyright fiction) [c. '18] N. Y., Burt \$1

Lemos, John T.

The art of lettering; [in portfolio.] no paging pls. F [c. '20] Worcester, Mass., The School Arts Magazine 75 c.

Poster work; [a portfolio of 24 pls.; with notes for instruction in poster designing.] F c. '20 Worcester, Mass., School Arts Magazine \$1

Lemos, Pedro Joseph

The bird in art; [a portfolio of 16 pls.; with notes for instruction in designing with bird motifs.] F c. '20 Worcester, Mass., School Arts Magazine 75 c.

Plant form in design; [a portfolio of 16 pls.; with notes in loose cover for instruction in designing.] F c. '20 Worcester, Mass., School Arts Magazine 75 c.

The principles of beauty for industrial design; [in portfolio.] no paging il. pls. F c. '20 Worcester, Mass., The School Arts Magazine 75 c.

Still life drawing; [in portfolio.] no paging il. pls. F [c. '20] Worcester, Mass., The School Arts Magazine 75 c.

The tree in art; [a portfolio of 12 pls. with notes for instruction in design, using the tree motif.] F c. '20 Worcester, Mass., School Arts Magazine 75 c.

Laidler, Harry Wellington

British co-operative movement; 2nd ed.; [a description of the origin, ideals and progress of the Co-operative movement in Great Britain from the time of the Rochdale pioneers to the present.] 16 p. O '21 N. Y., The Co-operative League of America pap. 5 c.

Lawrence, Thomas Joseph

Les principes de droit international; traduit sur la 6e édition par Jacques Dumas et A. de Lapradelle; avant-propos de James Brown Scott. 37+775 p. O (Bibliothèque internationale de Droit des Gens; Carnegie Endow. for International Peace) '21 N. Y., Oxford Univ. Press \$5 n.

Lilly, Julius Whitting**Lincoln, Joseph Crosby [Joe Lincoln, pseud.]**

Galusha, the magnificent. 407 p. D c. N. Y., Appleton \$2 n.

The story of an archaeologist who visited Cape Cod for the summer, and who found there adventure among the quaint folk, who find him in turn a timid, helpless, lovable little man.

Lord, A. R.

The principles of politics; an introd. to the study of the evolution of political ideas. 308 p. O '21 N. Y., Oxford Univ. Press \$3.40

McCauley, Clarice Vallette

The conflict; a drama in one act. 48 p. D (Vagabond plays, no. 6) '21 c. '20-'21 Balt., Norman, Remington Co. pap. 75 c.

McCleary, James Thompson

Protection, our proper permanent policy. 544 p. il. O c. Wash., D. C., The National Tariff Institute \$3.50

McConn, Max

Mollie's substitute husband. no paging D (Copyright fiction) [c. '20] N. Y., Burt \$1

McCracken, Edward M., and Sampson, Charles H.

Pattern-making; [a text for technical trade and vocational schools, presenting a practical course in pattern-making which aims to give students such a knowledge of the principles as to enable them to make patterns of any usual type.] 120 p. il. O [c. '21] N. Y., Van Nostrand \$2 n.

McCutcheon, George Barr

Anderson Crow, detective. 353 p. D (Copyright fiction) [c. '20] N. Y., Burt \$1

McFarlane, William

Electricity in steel works; describing current practice in the generation of electricity at steel works, the electric driving of rolling mills, the use of lifting magnets, and the electric lighting of steel works. 10+106 p. (1½ p. bibl.) plans il. charts pls. diagrs. S (Pitman's technical primer ser.) '21 N. Y., Pitman \$1

MacGill, Harold Arthur

Percy and Ferdie; 1st series. 48 p. il. sq. Q [c. '21] N. Y., Cupples & Leon bds. 25 c. n.

McIntyre, John Thomas

Ashton-Kirk, secret agent. 320 p. D (Copyright fiction) [c. '12] N. Y., Burt \$1

Ashton-Kirk, special detective. 320 p. D (Copyright fiction) [c. '14] N. Y., Burt \$1

The foundations of a genealogy of the southern Heard family. 22 p. [typewritten] Q [c. '20] Los Angeles, Cal. [Author], 318 W. 33rd St. pap. \$5

Lindsey, Joseph Bridges, and Beals, Carlos Loring
The nutritive value of cattle feeds; 1, Velvet bean feed for farm stock; 2, Oat by-products for farm stock. [2 v.] various paging tabs. O (Agricultural Experiment station bulls. nos. 197 and 200) '20 Amherst, Mass., Agricultural Experiment Station pap.

MacDonald, George

F. Haverfield; 1860-1919; memoir; [a brief biographical sketch of this classical scholar.] 18 p. O (British Academy) '21 N. Y., Oxford Univ. Press pap. 90 c.

Manly, John Matthews, and Powell, John A.

Better business English; a working manual for the business writer; including ready reference helps in the technical make-up of business letters, paragraphs, sentences, and words, spelling, punctuation and capitalization. 217 p. S (Better business books) [c. '21] Chic., F. J. Drake \$1.50 n.

Meschler, Moritz

Three fundamental principles of the spiritual life; with the imprimatur of the Most Rev. J. J. Clennon; 4th ed. 8+240 p. O [n. d.] St. Louis, Mo., B. Herder Bk. Co. \$1 n.

Miller, C. F. Huston

Motley. 55 p. D [c. '21] Bost., Badger \$1.50 n.

Short stories and verse.

Morgan, John Hill

Early American painters; il. by examples in the collection of the New York historical society. 8+136 p. il. pors. O (The John Devine Jones fund. ser. of histories and memoirs, 4) c. N. Y., The New York Hist. Society \$6 n.

Morrey, Charles Bradfield

The fundamentals of bacteriology; 2nd ed. 13+320 p. il. pors. fold. chart diagrs. D [c. '21] Phil., Lea & Febiger \$3.25 n.

Morris, Homer Lawrence

Parliamentary franchise reform in England from 1885 to 1918. 208 p. tabs. O (Studies in hist., economics and public law; v. 96, no. 2, whole no. 218) c. N. Y., Longmans, Green pap. \$2.25 n.

Partial contents: The attempts to abolish plural voting between 1855 and 1909; The early movement for women's suffrage; Women's suffrage becomes a political issue; Representation of the people act, 1918.

Muddiman, Bernard

The men of the nineties. 146 p. D c. N. Y., Putnam \$1.75 n.

Murray, John Lovell, comp.

A selected bibliography of missionary literature; [rev. ed.] 58 p. O [c. '20] N. Y.,

Students Volunteer Movement pap. 60 c.

Nearing, Guy

Vista of wonder. [verse] 77 p. O [c. '21] Arden, Del., Robert Barron \$1

Noyes, William Albert

Organic chemistry for the laboratory; 4th ed., rev. 12+293 p. il. diagrs. O [c. '20] Easton, Pa., The Chemical Pub. Co. \$3.50

Oberg, Erik Valdemar

Modern apprenticeships and shop training methods; a review of the methods used in a number of American machine-building plants in the training of apprentices and machine operators with a view to providing for the future needs of the industries for skilled mechanics, foremen, and superintendents. 9+118 p. il. O (Machinery's dollar books) c. N. Y., The Industrial Press pap. \$1 n.

Solution of triangles; a treatise on the use of formulas and the practical application of trigonometry and logarithms in the solution of shop problems involving rightangled and oblique-angled triangles. 3+100 p. tags. diagrs. O (Machinery's dollar books) c. N. Y., The Industrial Press pap. \$1 n.

Oliverio, Federico

Studies in modern poetry. 286 p. O '21 N. Y., Oxford Univ. Press \$3.40

Oneal James

The workers in American history. 4th ed. 208 p. D c. N. Y., The Rand School of Social Science pap. 50 c.; \$1

Onslow, Muriel Wheldale

Practical plant biochemistry. 178 p. il. diagrs. O '20 N. Y., Macmillan \$6 n.

A book for the student of botany.

Orczy Emmuska i. e. Emma Magdalena Rosalia Maria Josefa Barbara [Mrs. Montagu Barstow], Baroness

His majesty's well-beloved. 318 p. D (Copyright fiction) [c. '20] N. Y., Burt \$1
League of the scarlet pimpernel. 312 p. D (Copyright fiction) [c. '20] N. Y. Burt \$1

Mansfield, Florence N.

The message of the missions. [verse] no paging il. nar O [c. '20] Hollywood, Cal., [Author], 1818 Cherokee Ave. pap. apply

Mawer, Allen

English place-name study; its present condition and future possibilities. 14 p. O (British Academy) '21 N. Y., Oxford Univ. Press pap. 70 c.

Metropolitan Life Insurance Co.

Lengthening life thru insurance health work; a study of the trends of mortality among policyholders in the Metropolitan Life Insurance Co. and in United States registration area; 1911-1919; [foreword by Lee K. Frankel.] 10 p. tabs. charts O '21 N. Y., Metropolitan Life Insurance Co. pap.

Miller, Troup, comp.

Summary of supply principles. 274 p. O '21 Fort Leavenworth, Kas., General Service Schools Press pap. 50 c.

Mitchell, William Augustus, and Price, Xenophon Herbert

Data for course in engineering. The General service schools, the General staff school, Fort Leavenworth, Kas. 7+83 p. il. fold. diagrs. O '20 Fort Leavenworth, Kas., General Service Schools Press pap. 50 c.

National Consumers' League

Equal opportunity for women wage earners; facts vs. fiction. 10 p. O '20 N. Y., National Consumers' League, 44 E. 23rd St. pap. 5 c.

National Fire Protection Assn.

The story of the National Fire Protection Assn. and list of its publications. 12 p. O '21 Bost., National Fire Protection Assn., 87 Milk St. pap. gratis

New York. Joint Legislative Committee Investigating Seditious Activities

Revolutionary radicalism its history, purpose and tactics; with an exposition and discussion of the steps being taken to curb it; being the report of the Joint legislative committee investigating seditious activities, filed April 24, 1920, in the Senate of the state of New York; 4 v.; v. 1-2; Revolutionary and subversive movements abroad and at home; v. 3-4, Constructive movements and measures in America. various paging fronts. pls. il. pors. O Albany, N. Y., Joint Legislative Comm. of the State of New York apply

New York. Metropolitan Museum of Art

The fiftieth anniversary celebration; 1870-1920. 7+53 p. Q '21 N. Y., Metropolitan Museum of Art pap. priv. pr. [500 copies]

New York State League of Women Voters; Committee on American Citizenship.

An analysis of the proposal for independent citizenship for women, together with a summary of the present law of citizenship and naturalization. 30 p. Q [c. '21] N. Y., New York State League of Women Voters, 303-5th Ave. pap. 10 c.

Ormsby, Oliver Samuel

A practical treatise on diseases of the skin for the use of students and practitioners; 2nd ed., thoroughly rev. 14+17+1166 p. il. pls. (part. col.) O [c. '15-'21] Phil., Lea & Febiger \$10 n.

Packard, Frank Lucius

From now on. 320 p. D (Copyright fiction) [c. '12] N. Y., Burt \$1

Parker, John Scott, and Smith, Jay Braisted Roe, eds.

The corporation manual; statutory provisions relating to the organization, regulation and taxation of domestic business corporations, and to the admission, regulation and taxation of foreign business corporations, in the several states, territories and districts of the United States; arranged under a uniform classification, the uniform stock transfer act, laws relating investment companies, and the sale of corporate stocks and securities and federal and state anti-trust laws; with forms and precedents; 22nd ed. [five pts. in 1 v.; rev. to January 1, 1921.] 15+2062 p Q N. Y., United States Corporation Co. buck \$20 n.

Parrish, Randall

The mystery of the silver dagger. 273 p. D (Copyright fiction) [c. '20] N. Y., Burt \$1

Patterson, Marjorie

Pan in ambush; a play in one act. 45 p. D (Vagabond plays, no. 3) c. Balt., Norman, Remington Co. pap. 75 c.

Peacock, W., comp.

English prose; 5 v.; v. 1, Wycliffe to Clarendon; v. 2, Milton to Gray. 15+590; 11+593 p. S (The World's Classics, nos. 219 and 220) N. Y., Oxford Univ. Press ea. \$1

The selections of this work are selected for readers of all ages, as well as for students. The arrangement is chronological, by author.

Pearson, Thomas Gilbert, ed.

Portraits and habits of our birds; prepared by various authors; il. with col. pls. by Louis Agassiz Fuertes, [and others] also photographs and drawings from nature. 2 v. various paging il. pls. (part col.) O c. N. Y., National Assn. of Audubon Societies, 1974 B'way buck. \$4 per vol.

Peers, E. Allison

French historical passages; 1789-1870; for reading or translation. 202 p. O '21 N. Y., Oxford Univ. Press \$1.60

Pichel, Irving

On building a theatre; stage construction and equipment for small theatres, schools and community buildings. 78 p. (134 p. bibl.) front. plans pls. O (Theatre Arts monographs, no. 1) c. '20 N. Y., Theatre Arts Magazine, 7 E. 42nd St. pap. \$1.50 n.

Partial contents: Architectural tradition in the theatre; The auditorium; The stage plan; Provision for back-stage workers; The equipment for the stage; Stage lighting; Stage machinery and settings.

Pinto, Mendez

Humbug-land; [modern civilization and its

follies.] 36 p. O c. '20 Los Angeles, Cal., Weimer Press, Rt. 8 Box 45 pap. 50 c. n.

Platt, Frank L.

The American breeds of poultry, their origin, history of their development, the work of constructive breeders and how to mate each of the varieties for best results. 256 p. il. D [c. '21] Chic., American Poultry Journal, 523 Plymouth Court \$2

Plautus, Titus Maccius

T. Macci Plauti Menaechmi; ed. with introd. and notes by Clara M. Knight 36+132 p. S '19 N. Y., Macmillan [n. p., imported to order only]

Politeness; a little book prepared for the children taught by the Sisters of St. Joseph. 16 p. O '21 St. Louis, Mo., B. Herder Bk. Co. pap. 10 c.

Poole, Henry E.

High tension switchboards; dealing with high tension switchgear as assembled in switchboard form for central station and industrial service; enumerating the leading points in design and describing the types of switchboard in most general use. 9+114 p. 134 p. bibl.) diagrs. plans S (Pitman's technical primers) '21 N. Y., Pitman \$1

Power, Editorial Staff, comp.

Third *Power* kink book; [a collection of short articles from *Power*, describing kinks which have proved valuable as time and money savers in power plant work.] 264 p. il. O '21 N. Y., McGraw-Hill \$1.50 n.

Powers, Gabriel Francis

A woman of the Bentivoglios. 79 p. front. (por.) D '21 Notre Dame, Ind., Ave Maria Press bds. 75 c.

The life of Mother Mary Magdalen, Abbess of Poor Clares, founder of Poor Clares in America.

Rand, McNally & Co.

Commercial atlas of America; containing large-scale maps of all states in the United States and its outlying possessions, the provinces of the Dominion of Canada, Newfoundland, Mexico, Central America, Panama, Bermuda, the West Indies, Cuba, and various other useful maps; also large continental maps of North America, South America, Europe, Africa, Asia, and Oceania; and a new map of South America in four sections; including complete and rev. indices; with latest population figures for each country. 52+166 p. diagrs. F '21 Chic. & N. Y., Rand, McNally \$35 [subs. only]

Raynes, F. W.

Heating systems; design of hot water and steam heating apparatus; 2nd ed. 16+324 p. tabs. pls. plans il. diagrs. charts O '21 N. Y., Longmans, Green \$7.50 n.

Reynolds, F. C., ed.

115th infantry, U. S. A., in the world war. 241 p. front. (por.) pls. (part fold.) facsms. pors. (part fold) Q [c. '20] Balt., F. C. Reynolds, 2908 Parkwood Ave. apply

The history of this regiment from the time of its induction into the service until its return, including a complete roster.

Pittsburgh Carnegie Library

Catalogue of books in the Children's department of the Carnegie library of Pittsburgh; 2 v.; [v. 1

contains the author and title lists; v. 2, Subject index.] 464; 332 p. O '20 Pittsburgh, Pa., Carnegie Library pap.

Robertson, John W.

Edgar A. Poe; a study; [pt. 1, A psychopathic study; pt. 2, A bibliographic study.] 424 p. col. front. (por.) pls. pors. facsms. O c. San Francisco, Cal., J. J. Newbegin, 358 Post St. [Ag'ts] priv. pr. \$7.50

The story of Poe's dramatic life, together with a complete analysis of his temperament, heredity and adventures, and the effect of these conditions upon his work.

Robinson, Geroid Tanquary

Asia's American problem; a diffident discussion of the project sometimes called the New International Chinese consortium, and of certain other combustible matters pertaining thereto. 27 p. D (The Freeman pamphlets) c. N. Y., Huebsch pap. 25 c.

Robinson, Mabel Louis

Dr. Tam O'Shanter. 174 p. front. pls. D [c. '21] N. Y., Dutton \$2 n.

The adventures of a collie who goes to college with his young mistress, and scampers from one escapade to another with her and her friends.

Roche, Arthur Somers

Uneasy street. 339 p. D (Copyright fiction) [c. '20] N. Y., Burt \$1

Roehl, Louis Michael

Harness repairing; [introd. by William F. Lusk.] 53 p. front. pls. plans il. O [c. '21] Milwaukee, Wis., The Bruce Pub. Co. \$1 n.

A volume for vocational teachers of agriculture, dealing with every phase of the work.

Rohmer, Sax, pseud. [Arthur Sarsfield Ward]

Tales of secret Egypt. 313 p. D (Copyright fiction) [c. '19] N. Y., Burt \$1

Roorbach, George Byron, ed.

The international trade situation. 8+227 p. O (Annals, v. 94, whole no. 183) '21 Phil., Am. Academy of Political and Social Science pap. \$1; \$1.50

Rostand, Edmond Eugene Alexis

Cyrano de Bergerac; ed. with an introd., notes, list of proper names and vocabulary, by A. G. H. Spiers. 26+387 p. O (Oxford French ser. by American scholars) '21 N. Y., Oxford Univ Press \$2

Rothert, Otto Arthur

The story of a poet: Madison Cawein; his intimate life as revealed by his letters and other hitherto unpublished material; including reminiscences by his closest associates; also articles from newspapers and magazines, and a list of his poems. 11+545 p. (10

p. bibl.) front. (por.) pls. facsms. pors. O (Filson Club pub. no. 30) c. Louisville, Ky., John P. Morton & Co. \$6 bxd. [300 copies]

Royal, George

Text-book of homeopathic materia medica. 13+391 p. O [c. '20] Phil., Boericke & Tafel \$3.50 n.

Ryder, Henry Ignatius Dudley

Sermons and notes of sermons; ed. by the Fathers of the Birmingham Oratory; with the ecclesiastical imprimatur. 16+280 p. O '21 St. Louis, Mo., B. Herder Bk. Co. \$2.25 n.

Sandam, Dr. A.

Synopsis theologiae dogmaticae specialis; 2 v.; v. 1, De Deo uno, de Deo Trino, de Deo creante, de gratia habituali, de virtutibus infusis, de gratia actuali. 24+384 p. O '21 St. Louis, Mo., B. Herder Bk. Co. \$2.75 n.

Saville, Marshall Howard

Bladed warclubs from British Guiana. 12 p. front. pls. fold. il. S (Indian notes and monographs; a ser. of pub. relating to the Am. aborigines) '21 N. Y., Museum of the Am. Indian, Heye Foundation pap. apply

Schneider, Wilhelm

The other life; tr. and adapted from the 11th ed. of the German original; rev. and ed. by the Rev. Herbert Thurston. 6+410 p. D [c. '20] N. Y., Joseph F. Wagner, inc, 23 Barclay St. \$3.50 n.

Schwartzberg, Morris, and Schwartzberg, Benjamin

Uncivilized civilization. 11+73 p. D c. '20 Chic., The New Era Pub. Co., 1317 S. Homan Ave. \$1

A series of essays in which the authors point out that the present civilization is below par, using in many cases, U. S. Government reports as reference.

Sheppard, Henry C.

Psychology; personal and essential. 142 p. (2 p. bibl. O [c. '20] Los Angeles, Cal., J. F. Rowny Press, 937 S. Hill St. \$1.50 n.

Smith, Charles Alphonso

O. Henry [William Sidney Porter]; 1862-1910; prepared for the Library of southern literature. various paging front. (por.) O (Series of southern authors, no. 277) [c. '21] Atlanta, Ga., The Martin & Hoyt Co. pap. 40 c.

Contains a biography, a short bibliography and two stories, "Two Renegades" and "An Unfinished Story."

Riddelsdell, H. J., ed.

The Oxford diocesan calendar and clergy list for 1921; 64th year of issue. 4+231 p. O '21 N. Y., Oxford Univ. Press 90 c.

Roberts, P. E.

A historical geography of the British dependencies; v. 7; pt. 2, History under the Government of the Crown. various paging maps O '21 N. Y., Oxford Univ. Press \$3.40

Rowntree, Benjamin Seebohn, and Stuart, F. D.

The responsibility of women workers for dependants. 68 p. fold. tabs. O '21 N. Y., Oxford Univ. Press \$2

Rushforth, F. V.

The Indian exchange problem; with a chart in colours. 41 p. O '21 N. Y., Oxford Univ. Press \$1.15

Scott, James Brown

The development of modern diplomacy. 37 p. O '21 Wash., D. C., American Peace Society pap. 10 c.

Scott, James Brown, ed.

Les travaux de la cour permanente d'arbitrage de la Haye; recueil de ses sentences, accompagnées de résumés des différentes controverses, des compromis d'arbitrage et d'autres documents soumis à la cour et aux commissions internationales d'enquête en conformité des conventions de 1899 et de 1907 pour le règlement pacifique des conflits internationaux avec une introduction. 81+492 p. O (Carnegie Endow. for International Peace) N. Y., Oxford Univ. Press \$3.50

Smith, Charles Wesley, comp.

Pacific northwest Americana; a checklist of books and pamphlets relating to the history of the Pacific northwest; ed. 2, rev. and enl. 327 p. O '21 N. Y., H. W. Wilson Co. \$4 n.

Smith, Edward H.

Release; a tragedy in one act. 50 p. (Vagabond plays, no. 4) c. Balt., Norman, Remington pap. 75 c.

Smith, Jay Braisted Roe, ed.

New York laws affecting business corporations; containing the Business corporations law, General corporation law, Stock corporation law, Applying provisions of the tax law; including the Stock transfer act, and The uniform stock transfer act and a synoptic analysis; rev. to July 1, 1921; 2nd ed. 22+248 p. tab. O [c. '21] N. Y., United States Corporation Co., 65 Cedar St. pap. \$2

Steiner, Jesse Frederick

Education for social work. 6+99 p. O [c. '21] Chic., Univ. of Chic. Press pap. \$1 n.

Partial contents: The nature of social work; The proper basis of education for social work; The place of field work in the course of study; Recent developments in preparation for rural social work. Index.

Strachey, Lytton

Queen Victoria. 434 p. front. pls. O c. N. Y., Harcourt, Brace \$5 n.

Switzer, Maurice

Trying it on the dog. 282 p. il. D c. Indianapolis, Ind., Bobbs-Merrill \$1.50 n.

Sylvester, Cyril

Coil ignition for motor cars; a manual for the motor mechanic, owner-driver and all interested in coil ignition systems. 11+228 p. il. diags. plans D '21 N. Y., Pitman \$4 n.

Partial contents: Equipment testing; Coil ignition systems in use.

Tannenbaum, Frank

The labor movement; its conservative functions and social consequences. 9+259 p. O c. N. Y., Putnam \$2 n.

Partial contents: *Causes*: Insecurity, The function of the labor union, Labor movement psychology; *Methods*: The method of the labor movement; Comradeship, Conservative and radical labor, work and wages; *Consequences*: Renumeration, Producer and consumer, Labor and education, Educational re-organization.

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The letters of Saint Teresa [1515-1582]; v. 2. 325 p. O '21 N. Y., Benziger Bros. \$3.25 n.

Terhune, Albert Payson

Buff: a collie; and other dog stories. 7+341 p. front. D [c. '21] N. Y., Doran \$2 n.

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Theiss, John Albert, comp.

Select songs for school and home; with an introd. on the rudiments of music by Karl Haase. 16+229 p. O [c. '21] St. Louis, Mo., Concordia Pub. House \$1.50

Tomkinson, W. S.

The teaching of English; a new approach; with a preface by E. A. Greening Lamborn. 230 p. O '21 N. Y., Oxford Univ. Press \$3

Townsend, Mary Evelyn

Origins of modern German colonialism; 1871-1885. 205 p. (4¼ p. bibl.) O (Studies in hist., economics and public law, v. 98, no. 1, whole no. 223) c. N. Y., Longmans, Green pap. \$2.25 n.

Van Dyne, A. Lyle

On the Indian trail. 120 p. D [c. '21] Chic. [Author]. 1516 E. 62nd St. \$1.35

The story of real Indians who have succeeded thru honest, intelligent, persistent effort, in spite of race.

Van Slyke, Lucille Baldwin [Mrs. George Martin Van Slyke]

Little Miss By-the day; [a novel]. 304 p. D (Copyright fiction) [c. '19] N. Y., Burt \$1

Vermilye, Kate Jordan [Mrs. Frederick M. Vermilye]

Against the winds. 348 p. D [c. '19] N. Y., Burt \$1

Vonier, Dom Anscar

The Christian mind. 8+210 p. O '21 St. Louis, Mo., B. Herder Bk. Co. \$1.50 n.

Waddell, John Alexander Low

Economics of bridgework. 32+512 p. il. O [c. '21] N. Y., Wiley \$6 n.

Sequel to the author's "Bridge Engineering."

Wagner, Charles A.

Common sense in school supervision. 204 p. D [c. '21] Milwaukee, Wis., The Bruce Pub. Co. \$1.30 n.

Partial contents: Do teachers like supervision?; Ethical relations of supervised and supervisor of instruction; Supervision of instruction and the grading of teachers for efficiency; A few unsolved problems of supervision of instruction. Author is superintendent of schools, Chester, Pa.

Wells, Carolyn [Mrs. Hadwin Houghton]

Anybody but Anne. 309 p. D (Copyright fiction) [c. '19] N. Y., Burt \$1

Windett, Victor

The open hearth; [open-hearth steel furnace practice.] 338 p. tabs. pls. facsms. charts O '21 Cleveland, O., Penton Pub. Co. \$7.50

Wynne, Walter E., and Sparagen, William

Handbook of engineering mathematics; 2nd ed., rev. and enl.; [intended primarily for students in engineering schools and colleges]. 285 p. il. O [c. '16-'21] N. Y., Van Nostrand \$2.50 n.

Young, William J.

A year with Christ; with the imprimatur of the Most Rev. J. J. Glennon, archbishop of St. Louis. 8+208 p. O '21 St. Louis, Mo., B. Herder Bk. Co. \$1.60 n.

The Publishers' Weekly

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JUST RECEIVED

English Catalogue of Books—1920

This annual, covering 1920, supplements the Index to Whitaker's Reference Catalogue. The latter does not include books published in 1920, as it was made up in January of that year.

Booksellers and libraries having files of the English Catalogue are requested to send in their orders promptly, as the supply is limited.

Price \$4.00

The Publishers' Weekly

Rare Books, Autographs and Prints

A MONUMENT to Maurice Jokai, the Hungarian novelist, was recently unveiled at Budapest.

John B. Stanchfield, the celebrated trial lawyer, whose death occurred last week, was well known as a book lover. He had a passion for the colored plate books of Rowlandson, Cruikshank, Leech and other artists of the period, and his collection of nineteenth century illustrated books must be one of considerable importance.

The undue importance given to trifles by collectors—for instance, the toy books of Stevenson, the leaflets of Kipling and the pamphlets of Conrad—is bound to bring a reaction. The fad for completeness has been carried to a ridiculous limit and this is becoming very plain to everybody.

The rare book business in New York, Boston and Chicago, according to reports, is very quiet. The buyers who have been the most active for the last two or three years, for one reason or another, are taking a rest. Most of the dealers are taking advantage of the opportunity to take a little rest themselves or to replenish their stock.

At Sotheby's in London last week £25,000 was paid for the historic armor made by Jacob the Armorer in the sixteenth century for the Earl of Pembroke. In Paris at the sale of the stamp collection of Ferrari de la Renotiere a single two cent blue Hawaii stamp of 1851-52 brought 156,000 francs. Evidently high prices are not limited to rare books and manuscripts.

The general advance in the price of the Kelmscott and other finely printed books is quite likely to be interpreted as a demand for the limited and de luxe edition of other days. The collector who is willing to pay a good price for the best work of Morris, Rogers and Updike knows pretty nearly what he wants and is too intelligent and discriminating to be satisfied with the commercial counterfeit.

There have been many surprises in the European rare book market. One of these is the indisposition in France, Italy and Germany to sell literary treasures, a very different frame of mind from that of England in this respect. Rare books and manuscripts, it is true, are coming into the London market from the Continent, but not in anything like the quantity expected. Even the best bookshops in Paris and Berlin are reported to have only a moderate stock, and the choicer items find ready purchasers frequently to the surprise of booksellers themselves.

In referring to the alleged new Shakespearian discovery made in London by Mr. Sessler, of Philadelphia, a reader of this publication asks us to explain how the signature of Shakespeare could have been written in a Second Folio printed in 1632 when its author died sixteen years earlier. The first cable was not very clear, but a fuller statement later

reported that the signature and six lines of writing was on a sheet that had been inserted or pasted inside the cover of the book; and of course was not written inside the cover or on a fly leaf.

The Pope has made the position of the Catholic Church very clear in regard to the coming celebrations of the six hundredth anniversary of Dante's death. He has issued an encyclical letter which states that Dante was one of the great poets of Christian truth and that it is especially desirable to have his works taught and studied in the schools at present. He explains that Dante's attacks on the popes of his day were due to the political situation at the time and to malicious and unfounded rumors that came to his attention. The letter will give renewed interest in the exhibitions now in preparation all over the world.

An editorial writer on one of our great daily newspapers, in discussing recent high prices, says: "The day of the small and industrious collector, who was able for a half dollar to pick up now and then on the book stalls some rare volume of real value because of his personal knowledge is passed. . . . Money has displaced knowledge in the game, and loving connoisseurship must make room for unlimited extravagance." These statements are not calculated to give a correct impression. It is very doubtful if any collector ever made much progress in picking up rarities at fifty cents a volume. It is true that there has been a great development of bibliographical knowledge in the last thirty years, but collectors have taken advantage of it quite as much as dealers. Money has not displaced knowledge; some of the collectors that spend the most freely are the best informed in the lines in which they are interested. And it is doubtful if the good old days furnished anything like the opportunities that exist to-day. Twenty-five years hence collectors will look back at the present decade as the golden age of book collecting. In 1847 James Lenox paid Henry Stevens \$2,500 for a copy of the Gutenberg Bible and one of the editorial writers of that day called it a "crazy" price, or translated into the phraseology of to-day an "unlimited extravagance." Yet in 1911 the Hoe copy of the same book brought \$50,000, and time proved Mr. Lenox was not as "crazy" or "extravagant" as he was thought to be. Many of the expressions of to-day do not show much more comprehension or intelligence.

Etching has largely supplanted lithography as a medium of artistic reproduction, both in the Old and the New World. The reason for the decline of lithography and the revival of etching is stated with admirable clearness by Mr. Ivins in the current *Bulletin of the Metropolitan Museum of Art*. "Simultaneously with the caricaturists led by Gavarni and Daumier, who always kept their work bold and free," he says, "a group of secondary men appeared who had tried and failed at

original design, but being competent academic draughtsmen and seeking a living, took themselves to reproducing upon the lithographic stone with every conceivable refinement of technique the paintings of their more successful contemporaries. The flood of these reproductive prints and their soft sugariness of facture resulted in the lithograph's soon losing its savor and becoming merely extraordinarily skillful work at so much per diem. It became so deadly smooth, so leche in all its manifestations, aside from the rather tumultuous caricatures which few folks took seriously as art, that by the middle of the century 'artistic' people could stand it no longer. The very 'softness' and 'sweetness' which in the beginning had been among its charms ended by sickening its consumers. It lasted thru the middle period only at the hands of some of the older caricaturists who continued to use it in their rough and ready journalistic way. The newer generation of artists for the most part would have none of the lithograph. If they made prints at all, they wanted something that had more tang and bite, something less associated with the soggy aspects of romanticism, something in which they would not be hampered by any hard tradition of technique, and above all something akin to their struggles toward an even harder and plainer naturalism. And so, etching being a process that had been unused by them for many generations, they took it up again, finding that in their inexperienced hands it offered just the excitement that was so painfully lacking in the sugary technique of the stone they were so disgustingly familiar with. The copper had another advantage, and a very practical one, in that it was portable, while the stone was not and could be carried in the streets and thru the fields and woods by the men who believed in working direct from nature."

F. M. H.

The Athenaeum and The Bookseller

The Publisher's Circular of recent date, commenting on the amalgamation of the *Athenaeum* and the *Nation*, says. "In its day, with the exception perhaps of the *Saturday Review* in its day, no paper was such a power in the English-speaking literary world—in the republic of letters all over the world. Any good review in any part of the paper was as good as golden sovereigns in the pockets of author and publisher. If it was an unqualified recommendation of some new novel or great book of travel or biography and occupied the three columns of the first page, it was certain that orders from all parts of the country would presently be coming in by post and by telegraph, and then enquiries for foreign rights. Mudie would double or treble his subscription order; Mr. Sandifer or Mr. Faux, of W. H. Smith & Son, would send a message, 'increase our order to 500, or perhaps 1,000.'"

The article goes on to say that all the manufacturing men in a publishing house of

the day "knew from long experience that the oracle had spoken and that what it said would almost certainly be reflected by the whole Press of the country. The orders that followed a fine review in the *Athenaeum* from 'Mudie, Smith, and Simpkins' alone made a new edition 'safe.'" The *Athenaeum* in its new form will have among its regular collaborators J. Middleton Murry (literary criticism), Katherine Mansfield (short stories), J. W. N. Sullivan (science), Edward J. Dent (music), Edmund Blunden (bibliography and literary gossip), and others.

Catalogs Received

- Books, helps and supplies for teachers and schools.** (No. 21.) Beckley-Cardy Co., 17 East 23rd Street, Chicago, Ill.
- Books on the fine arts, costume, ornament, topography, art collection catalogues, etc.** (No. 12; Items 492.) John Tiranti & Co., 13, Maple Street, Tottenham Court Road, London, W. 1, England.
- Historical Americana, genealogy, family history, and allied subjects.** (No. 11; Items 2339.) The Aldine Book Company, 436 Fourth Avenue, Brooklyn, N. Y.
- Important botanical and horticultural works, including the extensive library of the late Monsieur Edouard André of Paris.** (No. 88; Items 3017.) Dulau & Company, 34 Margaret Street, Oxford Circus, London, W. 1, England.
- Miscellaneous books.** (No. 21; Items 864.) Herbert E. Gorfin, 1, Walerand Road, Lewisham, London, S. E. 13, England.
- Miscellaneous books, including many rare items.** (No. 1; Items 1211.) N. M. Broadbent, 21 Harlewood Road, Peckham Rye, S. E., London England.
- Miscellaneous books, including history, biography, genealogy, travel, poetry, drama, etc.** (No. 9; Items 527.) Albert Britnell, 815 Yonge Street, Toronto, Canada.
- Miscellaneous books, including Americana, books on the Army, Navy, Marine, etc.** Barnie's Haunted Bookery, 725 E Street, San Diego, Calif., U. S. A., and 3 Featherstone Bldgs., London, W. C. 1, England.
- Napoleon Centenary, 1821-1921, books, manuscripts and engravings relating to Napoleon and his times.** (No. 413; Items 392.) Francis Edwards, 83, High Street, Marylebone, London, W. 1, England.
- Old and new books.** (No. 162; Items 2202.) Björck & Björjesson, 62 Drottninggatan, Stockholm, Sweden.
- Old and rare books, English and foreign, on many subjects.** (No. 17; Items 359.) Grafton & Co., Coptic House, 7 and 8, Coptic Street, London, W. C. 1, England.
- Old and rare books for the collector and book lover.** (No. 934; Items 1090.) C. F. Libbie & Co., 78 Bedford St., Boston 10, Mass.
- Old books relating to America and Ireland and miscellany.** (No. 22; Items 1289.) E. R. Robinson, 410 River Street, Troy, N. Y.
- Rare Americana.** (No. 3, 4, 5, 6.) Shepard Book Company, 408 South State Street, Salt Lake City, Utah.
- Remainders, all in absolutely new condition.** (No. 200.) W. Heffer & Sons, Ltd., Cambridge, England.
- Second-hand books, journals and monographs on various branches of science.** (No. 404; Items 912.) Bowes & Bowes, 1, Trinity Street, Cambridge, England.
- Virginiana, an extensive collection of books relating to the Virginias and Virginians.** (No. 9.) Reubush-Elkins Company, Dayton, Virginia.

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Denholm & McKay Co., Worcester, Mass.
 Soul of Lilith, Corelli.
 God's Good Man, Corelli.

BOOKS WANTED—Continued

- Dennen's Book Shop, 37 East Grand River Ave., Detroit, Michigan**
Baraga, Chipway Dictionary, pub. in Montreal.
Detroit Book Shop, 2022 Hastings St., Detroit, Mich.
Scientific American Encyclopaedia, early edition.
Detroit Public Library, Detroit, Mich.
Repplier, Philadelphia, the place and the people.
Geo. Dewey, 119 Summit, Toledo, Ohio
The Boss, Lewis.
Fred M. DeWitt, 1609 Telegraph Ave., Oakland, Cal.
Lucas, Overbremerton.
Hunt, Houseboats, pub. Forest & Stream.
Pelton, Planet Book.
Waterloo, Man and Woman.
Annals of San Francisco, can use several copies.
Rudyard Kipling, a literary appreciation, Hopkins.
Tyler, Primitive Culture, 2 vols.
Dixie Business Book Shop, 140 Greenwich St., New York
Accounting Principles, Mitchell, A. H. I. Course.
Accounting Systems, Moxie.
Bank Loans and Speculation, U. S. Mon. Com. Report.
Capital and Interest, Bohn, Bawerk.
Bargain Theory of Wages, Davidson.
Business Cycles, Mitchell.
Business of Trading in Stocks, by "B."
Corporation Finance and Accounting, Bentley.
Science of Accounts, Bentley.
C. P. A. Problems and Solutions, any Ronald Press eds.
Community Development, Farrington.
Economic Principles, Flux.
Economic Crises, Jones.
Facts, Failures and Frauds, Evans.
International Exchange, Margraff.
Journal of Accountancy, issues of 1919, 1920, 1921.
Life of Adam Smith, Rae.
My Adventures with Other Peoples Money, Rice.
Principles of Bond Investment, Chamberlain.
Practical Investor, Escher.
Real Wall Street, Black.
Stock Prices, Bond.
Financial Dictionary, Smith.
Financial Encyclopedia, Shea.
Speculation on Stock and Produce Exchanges of U. S., Emery.
Minority Rights of Stockholders, Harvey.
Trust Company Magazines, back issues.
Value of Organized Speculation, Brace.
Wall Street and the Country, Conant.
Men and Mysteries of Wall Street, Medbury.
Railway Enterprise in China, Kent.
Australian Mining and Metallurgy, Clark.
Lawless Wealth, Russell.
History of Public Franchise, N. Y. C., Myer.
Duffield & Company, 211 East 19th St., New York
Masterpieces of Modern Spanish Drama, by Barrett H. Clark.
E. P. Dutton & Co., 681 Fifth Ave., New York
Bacon, J. D., Smith College Stories.
Bauer, Precious Stones, Trans. by Spencer.
Current History, vol. 6.
Deutsch, Sixteen Years in Siberia.
Farnes Tribute to Children, Chicago, A. C. McClurg & Co., 1802, 4to, white cloth.
Forrest, Neil, Cornelia Floyd, Mice at Play, Jack and Rosie.
History of all Nations, 24 vols., Lee Bros., Phil., full bound copy.
Hoare, Italian Dictionary, large edition, 1916, Camb. Univ. Press.
Jones, Browning as a Philosophical and Religious Teacher.
James, The Castle of Ehrenstein.
Markham, Story of New England Whaling.
Martinian, 30 Years of Peace, Bohm, Ltd., Mo.
Napoleon and His Army.
Plowden, F., Crim. Con Biography. Celebrated Trials, 2 vols., London, 1830.

E. P. Dutton & Co.—Continued

- Pickwick in America, London, 1837, in 11 monthly nos.
Phillips, Great Index of International Biography.
Preston, Stonington, New Hartford, Conn., Town Histories of.
Palmer, G. H., Altruism.
Paterson, N. J., Prints by Currier.
Roche, Byways of War.
Shaw, Bernard, Back to Methusaleh, 1st English ed.
Smyth, Five Years in Siam.
Stearns, Faith of Our Forefathers.
Eau Claire Book & Stationery Co., Eau Claire, Wis.
Smollett's Works, complete set.
Economy Book Shop, 33 South Clark St., Chicago
Dunbar, Laws, Currency, Finance and Banking.
Sumner, American Currency in Finance and Banking.
Sumner, American Currency in U. S.
Sumner, Hist. Banking in U. S.
Life of Lincoln, Am. Statesmen Ser., St. Library ed. new copy, red morocco preferred.
Rockefeller, Reminiscences of Men and Events.
Greendlinger, Account, Problems, vol. 1, with solutions.
Donnell, Hist. of Cotton.
Denslow, On the Prin. of Economic Philosophy.
Sabatta, Trans. Huber Saunders, 1903, Atlas and Epitome Human Histology.
Paul Elder & Co., 239 Grant Ave., San Francisco
History of American Sculpture, by Lorado Taft, Macmillan pub.
Last Word, by McGowan, by Page.
Hilda, by McGowan, pdb. by Page.
Beethoven and His Nine Symphonies, by Grove Novello, Ewer, pub.
Bierce, Ambrose, Fantastic Fables, Putnam pub., 2 copies.
Boy, A Wand'ring Dog.
The Girl Proposition, Geo. Ade, Harper, pub.
Complete Works of Emily Bronte, 2 vols., pub. by Hodder and Stoughton, 1910.
Women in American History, by Humphrey, Bobbs-Merrill, pub.
Aphorism and Reflection, by Huxley, Macmillan, pub.
Unknown Life of Jesus Christ, Notovitch, Virchand Ghandi, pub.
Whare's Master, Caesar King's Dog, Hodder and Stoughton, G. H. Doran, pub., 3 copies.
Geo. Fabyan, Riverbank Laboratories, Geneva, Ill., or Walter M. Hill, 22 E. Washington St., Chicago
Works on Ciphers, Obscure Writing, Symbols, Synthetic Elements, Cryptic Forms of Language, Cryptography, Ancient Symbolic Steganography, Signs, and other unusual characters in writing; also the art of deciphering.
Henry George Fiedler, 401 West 47th St., New York
Am. Journal of Science, first series, 31, 42 to 50, 2nd, 3rd and 4th series.
Ridgway's Birds of N. A., 3, 5, 6, 7.
Calmette, Venoms, 1898.
Ditmars, Reptiles of the World, 1919.
Noguchi, Snake Venoms, 1909.
Books on Snakes with Illustrations.
Marshall, Mosses and Lichens.
Clements, Genera of Fungi.
Clements, Physiology and Ecology.
Marshall Field & Company, State St., Chicago
Theory of Pure Design, Ross.
Turkish Woman's Impressions of Europe, Zeynet Hanaum.
H. W. Fisher & Co., 207 So. 13th St., Philadelphia
Petronus Arbiter, Bohn.
Verse, A. Crapsey.
William Shakespeare, Masfield, 1911.
F. Fontaine, 16 E. 40th St., care Houghton Mifflin Co., New York
Autograph ed. Bret Harte, pub. by Houghton Mifflin & Co., vols. 15 and 16.

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Fowler Brothers, 747 So. Broadway, Los Angeles
Poultry Breeding and Management, James Bridon.
Books on Sagas and Norse Chronicles.
Turks and Mongols.
Beedle, Internal Secretory Glands.
Falta, Internal Secretory Glands.
When the Sleeper Wakes, Wells.
The Girl Who Had Nothing To Do.

Wm. F. Gable Co., Altoona, Pa.

Secret Doctrine, by Blavatsky, Theosophical Pub. Co.

John L. Galletti, 281 Grand St., Newburgh, N. Y.
Immanence of Christ in Modern Life, F. Swan.
A Woman's Motor Trip Round the World.
Dr. Lyon, A Book on Old Furniture.

Gardenside Bookshop, 270 Boylston St., Boston

Rackham, A., books illustrated by.
Dante, Carey's translation.
Mark Twain, Roughing It, 1st ed.
Ritchie Letters.
Longfellow, Hiawatha, 1st ed.
Hawley's Views and Reviews; Literature.
Leblanc, Hollow Needle.
Steele's Rigging, 2 vols.
Knots and Rope Work.
Lincoln, A., items relating to.
Dixon, Post and Paddock.

Christian Gerhardt, 25 W. 42nd St., New York

De Foe, Fortunes of Moll Flanders.
De Foe, Roxanna.
Bronson, Love of Loot.
Lewis, The Monk.
Miller, Joaquin et al.
Zola, A Live Episode, Vizetelly ed.

J. K. Gill Co., Third & Alder Sts., Portland, Ore.

Horner, Oregon Literature, 2nd hand.
Ancient America, Baldwin.
The Great Galeota, Echegaray.
Microscopical Physiography of Rock-making Minerals, Rosenbusch, either German or English tran.
Complete Gardener, Thomas.

Goldsmith Book & Stationery Co., 116 S. Topeka Ave., Wichita, Kans.

Darkness and Dawn, George Allen England.
Ship Bore, Julian Street.

Goodspeed's Book Shop, 5a Park St., Boston, Mass.

Bagley, Harold, Lost Language of Symbolism, 1913.
Benson, Catalog of Etchings.
Besenval, Baron, Memoirs of.
Blodgett, G. W., Railroad Signalling, 1902.
Bronson, Rev. Dr. Alfred, Autobiog., 2 vols., 1878.
Butler, Wild North Land, Dawson, 1st Canadian ed.
Dawes, Journal of Gen. Rufus Putnam, 1866.
Donaldson, T., Walt Whitman the Man, 1877.
Eckstrom, Penobscott Man.
Evans, W. F., Esoteric Christianity, 1886.
Field, Colonial Tavern.
Goethe, Herman and Dorothea, N. Y., 1875.
Hart, B., Psychology of Insanity, 1912.
Hind, History Etching.
Holland, History Western Massachusetts.
Hume, Martin, Queens of Old Spain; Spanish People; Spanish Literature.
Index Digest of Mass. Reports, last ed.
International Encyclopaedia, 1910 or later.
Irving, Washington, Salmagundi; Tales of Traveler; Spanish Papers and Misc., Author's rev. ed., black cloth, pen on cover.
Jones, Consular Service of U. S.
Little Boy Who Lived on Hill, San Francisco.
Maryland, History Western, Scharf.
Masters in Art, vol. 9, Aug., 1908.
Mathews, F. S., Field Book Amer. Wild Flowers, 1902.
Maury, Physical Geography, old ed.
Mayflower Descendant, 1920, any nos.
Melville, Hermann, Omoo; Piazza Tales.
Mikklesohn, Lost in Arctic.
Minto, Wm., Characteristics of English Poets, Boston, 1904.

Goodspeed's—Continued

Modern Eloquence, 15 vols., ed. by Reed, pub. Morris.

Monroe, In Viking Land.
Montgomery County, Maryland, History of.
Mourt's Relation, ed. by Dexter.
Newport Hist. Magazine, vol. 2, April, 1882.
Obenchain, Handbook Handwoven Coverlets.
Parkman, California and Oregon Trail, 1st Little, Brown ed.; Old Régime; Half Century Conflict, 1st eds.

Prince Soc. New England's Prospect., 1865.

Putnam, Emily, The Lady, Putnam's.

Rich Men of Massachusetts.

Richards, Sam J. Mills.

Richmond, N. H., History of, by Bassett, 1884.

Rowan County, N. C., History of.

Rusinol, Santiago, Jardines de Espana, Madrid.

Sabbatini, Sea Hawk.

Story, W. W., Life and Letters of Joseph Story.

U. S. Dept. Agriculture, North Amer. Fauna, no. 7, 1893.

Vidaurre, M. L., Plan del Peru; Cartas Americanas; Discursos, etc.

Virginia Magazine of History, vol. 1, no. 3; vol. 3, no. 2.

Walker, Williston, Ten New England Leaders, New York, 1901.

War of 1812, Soc. of Constitution and Reg. to Oct., 1899.

Warden, F., House on the Marsh.

Washburn, Stanley, Cable Game, Boston, 1912.

Whateley, Modern Gardening.

Genealogies: Allaben, Taylor arms and gen.; Banks Family of Va.; Browning, Americans of Royal Descent; Buell gen.; Conant, Roger, gen.; De Courcey, Hist. Milesien Families of Ireland; Hanna, Scotch-Irish Families in Amer., 2 vols.; Harlow, Wm., Family of; Hayes, George, of Windsor, Conn.; Hicks Family, 15 pp.; Jennings Assoc.; Mather Family by Pond; Nye gen.; Rogers in England, 1911; Standish, anything on; Tanguay, Abbé C., Dict. Genealogique des Familles Canadiennes, 1871.

Wm. McAfee Goodwin, 1406 G St., N. W., Washington, D. C.

Christian Science Journals and Sentinels, bound and unbound.

Edwin S. Gorham, 11 W. 45th St., New York

Wycliffe's Translation of Bible, printed 1885, 4 vols., paper.

Wycliffe's Translation N. T., Oxford, 1906.

Gotham Book Mart, 128 W. 45th St., New York

Aldrich, Story of a Bad Boy, 1st ed.
Phillips, D. G., Mother Light, 1st ed.
Phillips, D. G., A Woman Ventures, 1st ed.
Backus, Making Happiness Epidemic, Holt.

Grant's Book Shop, 127 Genesee St., Utica, N. Y.

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Rubens, Classics and Arts Series.
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Shakespeare, King Lear, Temple ed., leather.
Grant, Passing of the Great Race.
Hay, Oppressed English.

Benj. F. Gravely, Martinsville, Va.

Mark Twain, Innocents Abroad.
Tramp Abroad.
Collections of Mark Twain's Best Wit, Cynicism, etc.

Grimwoods, 24 N. Tejon St., Colorado Springs, Colo.

Gilbert Parker, Translation of a Savage.

Priscilla Guthrie's Book Shop, 516 Wm. Penn Place, Pittsburgh

Raharu, Loti, pub. Peck.

Hall's Book Shop, 361 Boylston St., Boston, Mass.

Charleston, the Place and Its People.

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The Way of the Sea, Norman Duncan.
Croce's History of Aesthetics, Ainslee.
Malayan Monochromes, Hugh Clifford, 5 copies.
Courthope, W. J., History of Poetry, Macmillan.
Stein, E., One Way to the Woods, Sherman, French.

Harrison Company, Atlanta, Ga.

Set of U. S. Supreme Court Reports, any ed.
American Reports, vol. 27.

Harvard Co-op. Soc., Harvard Sq., Cambridge, Mass.
Timothy Dexter, Autobiography.

William Helburn, 418 Madison Ave., New York
The Cathedral Cities of Spain.
The Cathedral Cities of France.
The Cathedral Cities of Italy.
The Cathedral Cities of England.
(All of the above books with colored plates.)
Moore, Development and Character of Gothic Architecture.
Sturgis, Dictionary of Architecture, 3 vols. or in single vols.
Marquand, Greek Architecture.

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Meagher, Rev. Jas. L., The Protestant Churches.
Grimthorpe, E. B., Clocks, Watches and Bells for Public Purposes.

Walter M. Hill, 22 E. Washington St., Chicago
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Briggs, In the Heel of Italy.
Hewlett, Mary Queen of Scots.
New Paths, 1919-1920.
Wheels, 1920.
Cobbett, Cottage Economy.
Cobbett, The Woodlands.
Soule, Strange Stories from the Lodge of Leisure.
Mae Knight's Work on the Life of Edmund Burke.
Fisher, Mediaeval History, 2 vols.

Hochschild, Kohn & Co., Baltimore
American Hospitality in the 70's.
Vocal Methods, Emerson, pub. Ditson.
Six Pointed Cross in the Dust, John Rolland.
The Unwritten South, Clarence Stonebraker.
Practical Millinery, Ortnier.
St. Nicholas Magazine, August, 1916; May, 1915; September, 1915.

W. B. Hodby, 214 Stanwix St., Pittsburgh, Pa.
The Healer, Robert Herrick.

H. R. Huntting Co., Myrick Bldg., Springfield, Mass.
Okakura-Kakuzo, Book of Tea, Duffield, 4 new copies.

Hyland's Old Book Store, 204-4th St., Portland, Ore.
Peasant Art in Russia, MCMXII.
Peasant Art in Italy, MCMXIII.
Peasant Art in Austro-Hungary, MCMXI.
Peasant Art in Sweden, Lapland and Finland, MCMX, all edited by Charles Holmes, pub. by The Studio, London, Paris & New York.

Illinois Book Exchange, 202 S. Clark St., Chicago
Benton's Abridg., 16 vols.
Life of Mary B. Eddy, Georgine Milmine.
Ridpath's History of the U. S.

R. James, P. O. Box 176, Vancouver, Canada
Lesser's Old Testament Translation, 6 copies.

U. P. James, 127 W. 7th St., Cincinnati, Ohio
Tilden, S. J., Writings and Speeches, 2 vols., Harpers.

E. W. Johnson, 27 Lexington Ave., New York
Grammar of Ornament, Owen James.
The Lightning's Flash, Omaha, 1892.
Account Wyandot Missions, Finley.
Sketches of Western Methodism, Finley.
Colour, Chevreul.
Questioned Documents, Osborn.
Temple Shakespeare, large ed.

Edw. P. Judd Co., New Haven, Conn.

Colored Patriots of the American Revolution, Nell, pub. Wallcut, 1855, several copies.
Foster Genealogy, F. E. Pierce, pub. Chicago Title & Trust Co.

Kansas City Book Exchange, 715 Main St., Kansas City, Mo.

Books and Pamphlets on Land Shells.

Ernst Kaufman, 22 N. William St., New York
Zoeckler, Handbuch der Theologischen Wissenschaften.

Mitchell Kennerley, 489 Park Ave., New York
Perry, Wider Use of School Plant, Sage Foundation.

Kleinteich's Bookstore, 1245 Fulton St., Brooklyn
Wallace, Mark Twain and the Happy Island.
Fenollosa, Epochs of Chinese and Japanese Art, 2 vols.
Indian Art at Delhi, Official Catalog, 1902-3.
Averill, Japanese Flower Arrangement.
Ferguson, Outlines of Chinese Art.
Von Seidlitz, Japanese Color Prints.

Korner & Wood Co., 737 Euclid Ave., Cleveland, O.
Reeds, North American Birds' Eggs, Doubleday, P.

Charles E. Lauriat Co., 385 Washington St., Boston
Carter Genealogy, ed. H. W. Carter.
Sonnets to a Wife, McGaffey.
A Roman Wit, Paul Nixon, H. M. Co.
Rarahu, Loti.

Life of George Borrow, Herbert Jenkins.
Riley's Toxicology.
Montaigne's Essays, 4 vols., pub. David Stott.
The Story of Tristan and Iseult, 2 vols., Arthurian Romances.
Morgan, Animal Behavior.
Morrison, Crime and Its Causes, Ev. ed., Scribner.
Onions, In Accordance with Evidence, Doran.
Onions, Story of Louise, Doran.
Phillips, Romantic History of Monastic Libraries of Wales from the 5th to 16th Centuries.
Powell, Ed., English Hist. from Contemporary Writers, 11 vols.

Quatrefores de Breau Armano, Human Species, App.
Rhys, Celtic Britain, Gorham.
Rembault, Pianoforte, Its Origin and Construction, Scribner.
Rivers, Todas, Mac.
Rawntree, Poverty, A Study of Town Life.
Savage, Old English Libraries.
Savage, Stories of Libraries and Book Collection.
Sheldon, Romance, Mac.
Small, Handbook of Library of Congress.
Smith, Peter Plymley Letters.

Lemcke & Buechner, 32 E. 20th St., New York
Dollenbaugh, Romance of the Colorado River, New York, 1902.
Report of the Chief of Weather Bureau, 1900-1901, part 2.

Library of Congress, Order Division, Washington
Marshall, H., History of Kentucky, Gore, 1812.

C. F. Liebeck, 859 E. 63rd St., Chicago, Ill.
Sabin's Dictionary, Americana, any parts.

Long Island Book Exchange, Box 115, Glen Cove, L. I.

Catholic Encyclopedia.
Reynolds, Faust and the Devil.
The Danites' Revenge.

Lord & Taylor Bookshop, 5th Ave. & 38th St., N. Y.
The Joys of Life, S. J. Shaylor.
The Log of the North Shore Club, K. Alexander, Putnam.
Kitchen Diary, Volland.
Malayan Monochromes, Sir Hugh Clifford, Dutton.

A. C. McClurg & Co., 218 S. Wabash Ave., Chicago
Dreiser, Hergesheimer, Cather and Cabell, 1st eds.
Henry, Travels, 1809 or reprint.
Schoolcraft, Indians, 1 vol.
Schoolcraft, Mississippi River, 1885.
Rawlinson, Five Ancient Monarchs, 5 copies.
McAdoo, Guarding a Great City.

BOOKS WANTED—Continued

McDevitt-Wilson's, Inc., 30 Church St., New York
Catholic Encyclopedia.
Mona Maclean, Graham Travers (pen name), Dr. Margaret Todd.
O'Higgins, Detective Barney.
Spencer, Cyclopaedia of Social Facts, System of Descriptive Sociology, vol. 7 (Hebrews and Phoenicians).
Marsh, The Lords of Dawn.
Hall, Cactus and Pine.
Lewis Wright, Light.

Newman F. McGirr, 39 S. 19th St., Philadelphia
Medical and Surgical Memoirs, Jones, 3 or 4 vols., New Orleans, 1876-90.
Chatterton, Old Merchantmen.
Thoreau, Summer and Autumn, 1sts.
Contemporary Maps of the American Revolution.
Pleasant Perigrination Through Penna., 16 mo., Phila., 1836, 3 copies; also same with title on boards: "Letters Descriptive of Bedford Springs."

Macauley Bros., 1268 Library Ave., Detroit, Mich.
Novels and Fairy Tales and Poems, purple leather, Nichols ed., by Wilde.

R. H. Macy & Co., Book Dept., Herald Sq., N. Y.
Congressional Directory for 1921.
In the Path of the Alphabet, F. D. Jermaine.
Fasting Cure, Upton Sinclair, good condition only.
Jean Baptiste Lemoine Seur de Bienville, G. E. King, pub. Dodd.

Henry Malkan, 42 Broadway, New York
Ellis, History Monmouth Co., N. J.
Quote anything on Howell or Farmingdale, N. J.
Bohn's Extra Vol. Rabelais, vol. 1 only.
Cook, Sway of Eagle's Nest.
Cook, Molmn.
Kunz, Book on Jade.
Wilde, Priest and Acolyte.

Joseph A. Margolis, 117 E. 28th St., New York
Michaelis, Dangerous Age.

Medical Standard Book Co., 301 N. Charles St., Baltimore

Complete Works, George Gordon, Lord Byron, unexpurgated.
Library of Original Sources.
Wm. James, Variety of Religious Expressions.

Wm. H. Miner Co., 3518 Franklin Ave., St. Louis
Kant, Critique.
Corbin, D. F. M., Life of Matthew Fontaine Maury, London, 1888.
Reid, Mayne, The Headless Horseman.
Esquemeling, Buccaneers.
Gates, Elmer, Mind and Brain.
Hunt, Studies in Literature and Style, Doran.

Edwin V. Mitchell, 27 Lewis St., Hartford, Conn.
Kitchener's Mob, Hall.
Letters Edward Fitzgerald, edited by W. W. Wright, Macmillan, 2 vols.
Ecclesiastical Heraldry, Woodward.
Rarahn, Loti, G. G. Peck, cloth, 5 copies.
American Clock Making, Jerome.
Descendants of John Pease, Sr., David Pease, Bowles.
Genealogical Memoirs Huntington Family, E. B. Huntington, Stamford.
Memoirs My Dead Life, Moore, limited ed., Boni.

S. Spencer Moore Co., Charleston, W. Va.
Mothers to Men, Zona Gale.
Genetic Logic, Baldwin.
Horace Mann, Hinsdale, Scribner, 1898.

H. A. Moos, 331 W. Commerce St., San Antonio, Tex.
Miss Nobody of Nowhere, A. C. Gunter.
Mr. Potter of Texas, A. C. Gunter.
Mr. Barnes of New York, A. C. Gunter.
That Frenchman, A. C. Gunter.

Moroney, 35 E. Third St., Cincinnati, Ohio
Set of Opie Read; Mark Twain.
Twain's Puddin' Head Wilson and Huck Finn.

Noah F. Morrison, 314 W. Jersey St., Elizabeth, N. J.
Autobiography of Rev. Alfred Bronson, 2 vols., 1878.
About's Social Economy, D. Appleton & Co.

Newbegin's, San Francisco, Cal.
Hague, Banking and Commerce.
Smith's Financial Dictionary.

H. S. Nichols, Inc., 17 E. 33rd St., New York
Doyle, Conan, The Fugitives.
Cabell, Jurgen.
Harris, M. C., Rutledge, 1860 (?).
Wilson, Robt. Burns, Until the Daybreak, 1901 (?).
Wilson, Robt. Burns, The Shadow of the Trees, 1898 (?).
Louys, Aphrodite, in English.
Schufeldt's Studies of the Human Form.
Us (A little book pub. 20 years ago.)
Beardsley, Aubrey, Forty Letters from Him to Leonard Smithers, in English.
Taylor, Robt. L., author of "The Devil's Pulpit," any works by.
Taylor, Robt. L., The Devil's Pulpit.
Gordon, Stolen Waters.
Lemon, Mary Mark, Poetical Works.
Strindberg, Confessions of a Fool.
McKenney, History of the Indian Tribes of North America, 3 vols.
Electrical Engineering Course, International Correspondence Schools, a set of.
Mining Engineering Course, International Correspondence Schools, a set of.
Cuffee, Paul, Lords of the Soil.
Sleight, An Island Heroine.
Machen, Chronicle of Clemendy.
Gay, John, Polly: An Opera, early ed., 17—.
Gay, John, The Beggar's Opera, early ed., 17—.
Gay, John, Achilles: An Opera, early ed., 17—.
Burton's Cyclopaedia of Wit and Humor, 1886 (?).
Carey's The Mistress of Brae Farm.
Blacker, Chinese Porcelains.
Lindsley's Shorthand Book (It was used at the Newark Business College about 1893.)

Norman, Remington Co., Charles St. at Mulberry, Baltimore

Hitchcock, Bldg. of a Book, Grafton Press.
Bishop, Arteriosclerosis, Oxford.
Buchan, Thirty More Steps.
Hossfelds, English-Dutch & Dutch-English Dictionary.
Electrical World, vol. 74, no. 15.
Butler, Animal Book.
Lancaster, Colonial Churches and Homes of Va.
Payne, Art Metal Work.

Old Book & Curio Store, 321 Royal St., New Orleans
Hazlitt, W., History of Napoleon.
Ingersoll, C. J., The Second War.

Old Corner Book Store, 27 Bromfield St., Boston
Charleston, the Place and the People.
Sursum Corda, Bourdillon, F. W.

Horace Y. Otto, Williamsport, Pa.
The Marriage de Loti, Pierre.
Second Penna. Geological Survey, pub. by the State, vols. covering Lycoming and Sullivan Counties.

Wm. F. Paul, 125-11th St., Portland, Ore.
U. S. National Museum Report, 1902.
Pearlman's Bookshop, 933 G St., N. W., Washington
Spaeth, Draughts or Checkers for Beginners.
Upton Sinclair, Wandering Lovers.
Ganot, Natural Philosophy, translated by Atkinson.
Key for Wentworth-Smith Plane and Solid Geometry.
Key for Wentworth College Algebra, revised.
Simpson, Playfare & Dr. A. Ball, Elements of Plane Geometry According to Euclid.

Penn. Terminal Book Shop, Penn. Terminal, N. Y.
Glass, Montague, Competitive Nephew, D., P., '15.
Glass, Montague, Elkin Lubliner, American, D., P., '12.
Frost, A. B., Carlo, D., P., '13.
Janvier, In Old New York, Harper.

P. Pester, 250 W. 10th St., New York
Kendrick's Greek Ollendont, Appleton & Co., pub.

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Pettibone-McLean Co., 23 W. Second St., Dayton, O.
Sir Frederick Treves, Riviera of Cornish Roads, 3 copies.

Making a Business man, Holt.

Philadelphia Book Co., 17 S. Ninth St., Philadelphia
Car Builder's Dictionary.

Powers' Book Section, Minneapolis, Minn.

Beebe, Jungle Peace.

C. S. Pratt, 161 Sixth Ave., New York

The Epicurean Cook Book.

Tetalbaur (?), a Mystic Book.

Pam, Pam Decides.

Hungerford (The Duchess), Born Coquette; A Sorry Maid; Green Pastures and Gray Grief, in cloth or paper.

Rammi, On Facts.

Eden, A Garden in Venice.

Rowland, Mountain of Fear.

De Amicis, Books of Travel, any.

Presbyterian Board of Publication, 278 Post St., San Francisco, Cal.

Sunday, The Sabbath Day, Whitaker.

Providence Public Library, 229 Washington St., Providence, R. I.

Anderson, A B C of Artistic Photography.

Eliot, Romola, edited by Biagi.

Herndon, Men of Progress.

Hough, Proclamations for Thanksgiving.

Hubbard, Little Journeys to the Homes of Great Philosophers, Aug., 1904, Comte.

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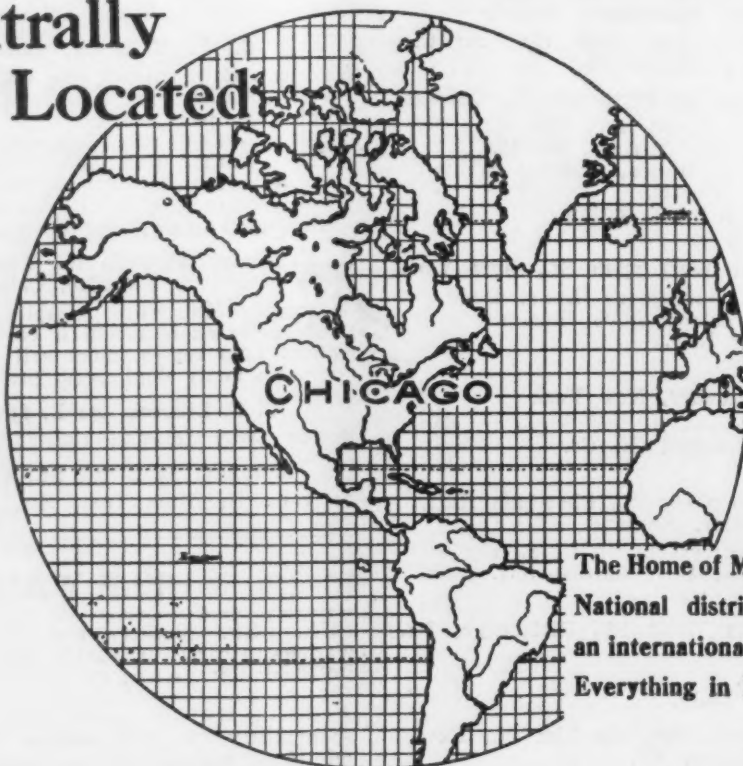
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